

REPORT TO  
SHAREHOLDERS

20  
23

## First Quarter Results

For the period ended  
March 31, 2023

GREAT-WEST  
**LIFECO** INC.

## **Quarterly Report to Shareholders**

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For cautionary notes regarding forward-looking information and non-IFRS financial measures, see page 1.

Copies of this report are available at [www.greatwestlifeco.com](http://www.greatwestlifeco.com) or by contacting the Corporate Secretary's Office at 204-946-4388.

## QUARTERLY REPORT TO THE SHAREHOLDERS

### January 1 to March 31, 2023 Three Months Results

The condensed consolidated interim unaudited financial statements including notes at March 31, 2023 were approved by the Board of Directors at a meeting held today.

Great-West Lifeco Inc. (Lifeco or the Company) today announced its first quarter 2023 results and the successful implementation of IFRS 17.

#### Key Financial Highlights

Common Shareholders	Base earnings <sup>1</sup>		Net earnings	
	Q1 2023	Q1 2022	Q1 2023	Q1 2022
<b>Segment earnings<sup>1</sup></b>				
Canada	\$278	\$224	\$233	\$443
United States (U.S.)	200	144	151	112
Europe	178	176	40	544
Capital and Risk Solutions	157	171	184	234
Lifeco Corporate	(5)	(3)	(13)	1
<b>Total earnings<sup>1</sup></b>	<b>\$808</b>	<b>\$712</b>	<b>\$595</b>	<b>\$1,334</b>
<b>EPS<sup>2</sup></b>	<b>\$0.87</b>	<b>\$0.76</b>	<b>\$0.64</b>	<b>\$1.43</b>
<b>Return on equity<sup>2,3</sup></b>	<b>15.8%</b>		<b>13.4%</b>	

<sup>1</sup> Base earnings is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Base EPS and base return on equity are non-GAAP ratios. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>3</sup> Base return on equity and return on equity are calculated using the trailing four quarters of applicable earnings and common shareholders' equity.

Base earnings per common share (EPS) for the first quarter of 2023 of \$0.87 were up 14% from \$0.76 a year ago. The increase was primarily due to Prudential related base earnings of \$69 million (US\$51 million), higher contributions from investment experience and realized synergies from the MassMutual acquisition as well as more favourable group insurance long term disability experience in the Canada segment. These items were partially offset by lower fee income in the U.S. segment as well as unfavourable mortality experience in the Canada, Europe and Capital and Risk Solutions segments. Under the IFRS17 reporting standard, the positive benefits of longevity gains mainly flow through the Contractual Service Margin and no longer immediately offset the impact of unfavorable mortality in earnings in the period.

Reported net EPS for the first quarter of 2023 was \$0.64, compared to \$1.43 a year ago, primarily due to unfavourable experience on non-fixed income assets and declining risk free rates in-quarter compared to positive contributions in the same quarter last year from rising interest rates.

Return on equity was 13.4% on net earnings and 15.8% on base earnings in the first quarter of 2023.

## Highlights

### **New Value Drivers, with enhanced reporting**

- The Company introduced three Value Drivers for describing its business: Workplace Solutions, Wealth & Asset Management and Insurance & Risk Solutions. These Value Drivers reflect the company's business strategy and provide greater clarity and transparency into how the Company is creating value for shareholders and growing the business.

### **Strategic acquisition to build a leading platform for independent advisors in Canada**

- Subsequent to the first quarter of 2023, on April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel Inc. (IPC), a leading independent wealth management firm, from IGM Financial Inc. (IGM). This acquisition accelerates our strategy of building the leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth providers in the country.

### **Empower launches Empower Personal Wealth**

- Empower launched Empower Personal Wealth with an expanded focus on retail wealth management. Empower is working to make money management simpler, clearer, and more accessible by bringing together everything a customer owns and owes in one comprehensive dashboard that they and their advisor can leverage to take control of their personal wealth.

### **Irish Life launches Unio, a new independent, wealth management advisory firm**

- Irish Life combined its recently acquired Irish brands: Invesco, Acumen and APT under Unio Financial Services Ltd, a single wealth management umbrella. The new firm will provide expert advice for thousands of individuals who are currently either under-advised, or not being serviced at all on how to effectively manage their wealth. Underpinned by a market-leading digital platform, Unio will provide personalized client advice and investment solutions to a growing and underserved population.

### **Successful transition to IFRS 17**

- The Company has adopted and successfully implemented IFRS 17 and 9 effective January 1, 2023. This milestone marks the culmination of a multi-year enterprise-wide initiative. The new reporting regime provides improved visibility as to the strong, underlying economics and diversification of Lifeco's portfolio through enhanced disclosures and metrics. The transition to the new standards did not have a material impact on the Company. The accounting change does not impact the underlying economics of the Company's business activities nor change the Company's business strategy.

## SEGMENTED OPERATING RESULTS

For reporting purposes, Lifeco's consolidated operating results are grouped into five reportable segments – Canada, United States, Europe, Capital and Risk Solutions and Lifeco Corporate – reflecting the management and corporate structure of the Company. For more information, refer to the Company's first quarter of 2023 interim Management's Discussion and Analysis (MD&A).

#### CANADA

- **Q1 Canada segment base earnings of \$278 million and net earnings of \$233 million** – Base earnings of \$278 million increased by \$54 million compared to the same quarter last year, primarily due to more favourable group insurance long term disability morbidity experience, pricing actions in the Group Life & Health business as well as higher earnings on surplus, partially offset by unfavourable individual insurance mortality experience.
- Items excluded from base earnings were negative \$45 million compared to positive \$219 million for the same quarter last year. Market experience losses were \$43 million in the first quarter of 2023 due to declining interest rates compared to gains of \$226 million in the same quarter last year due to rising interest rates.

#### UNITED STATES

- **Q1 Empower base earnings of US\$186 million (\$251 million) and net earnings of US\$150 million (\$202 million)** – Empower base earnings for the first quarter of 2023 were US\$186 million (\$251 million), up US\$67 million or 56% from the first quarter of 2022. The increase was primarily due to an increase of US\$51 million related to the Prudential acquisition, as well as higher contributions from investment experience and realized synergies from the MassMutual acquisition. These items were partially offset by lower fee income driven by lower average equity markets.
- Items excluded from base earnings were negative US\$36 million (\$49 million) compared to negative US\$26 million (\$33 million) for the same quarter last year, primarily due to higher integration costs related to the Prudential acquisition, partially offset by the non-recurrence of integration costs related to the acquisition of Personal Capital incurred in the same quarter last year.
- **Q1 Asset Management base loss of US\$20 million (\$27 million) and net loss of US\$21 million (\$29 million)** – Asset Management base loss for the first quarter of 2023 was US\$20 million (\$27 million), compared to a base loss of US\$1 million (\$2 million) in the first quarter of 2022, primarily due to lower other-AUM based fee income, partially offset by higher net investment income and lower volume-driven expenses.
- Items excluded from base earnings of negative US\$1 million (\$2 million) were comparable to the same period last year.

#### EUROPE

- **Q1 Europe segment base earnings of \$178 million and net earnings of \$40 million** – Base earnings of \$178 million increased by \$2 million compared to the same quarter last year, primarily due to favourable insurance and annuity results in the U.K. driven by a favourable reinsurance settlement gain as well as favourable impact of changes to certain tax estimates. These items were partially offset by higher mortality claims experience in Ireland.
- Items excluded from base earnings for the first quarter of 2023 were negative \$138 million compared to positive \$368 million for the same quarter last year. The decrease was primarily due to negative returns on non-fixed income assets and declining risk free interest rates in-quarter compared to positive contributions from non-fixed income assets and rising interest rates in the same quarter last year.

**CAPITAL AND RISK SOLUTIONS**

- **Q1 Capital and Risk Solutions segment base earnings of \$157 million and net earnings of \$184 million** Base earnings of \$157 million decreased by \$14 million compared to the same quarter last year, primarily due to unfavourable mortality experience in the U.S. life business. The decrease was partially offset by growth in the structured business and improved property catastrophe product margins.
- Items excluded from base earnings were positive \$27 million compared to positive \$63 million for the same quarter last year driven by lower than expected net investment results as a result of declining interest rates in 2023 compared to rising interest rates in the same period in 2022 and inflation impacts.

**QUARTERLY DIVIDENDS**

The Board of Directors approved a quarterly dividend of \$0.52 per share on the common shares of Lifeco payable June 30, 2023 to shareholders of record at the close of business May 31, 2023.

In addition, the Directors approved quarterly dividends on Lifeco's preferred shares, as follows:

<b>First Preferred Shares</b>	<b>Amount, per share</b>
Series G	\$0.3250
Series H	\$0.30313
Series I	\$0.28125
Series L	\$0.353125
Series M	\$0.3625
Series N	\$0.109313
Series P	\$0.3375
Series Q	\$0.321875
Series R	\$0.3000
Series S	\$0.328125
Series T	\$0.321875
Series Y	\$0.28125

For purposes of the Income Tax Act (Canada), and any similar provincial legislation, the dividends referred to above are eligible dividends.



P. A. Mahon  
President and Chief Executive Officer

May 9, 2023

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**FOR THE PERIOD ENDED MARCH 31, 2023**

**DATED: MAY 9, 2023**

This Management's Discussion and Analysis (MD&A) presents management's view of the financial condition, financial performance and cash flows of Great-West Lifeco Inc. (Lifeco or the Company) for the three months ended March 31, 2023 and includes a comparison to the corresponding periods in 2022, to the three months ended December 31, 2022, and to the Company's financial condition as at December 31, 2022, as applicable. The comparative 2022 periods are restated and unaudited to reflect the adoption of IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments*. This MD&A provides an overall discussion, followed by analysis of the performance of Lifeco's four major reportable segments: Canada, United States (U.S.), Europe and Capital and Risk Solutions.

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**BASIS OF PRESENTATION AND SUMMARY OF ACCOUNTING POLICIES**

The condensed consolidated interim unaudited financial statements of Lifeco, which are the basis for data presented in this report, have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) unless otherwise noted and are presented in millions of Canadian dollars unless otherwise indicated. This MD&A should be read in conjunction with the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 which reflects the adoption of IFRS 17, *Insurance Contracts*, and IFRS 9, *Financial Instruments* that resulted in the restatement of certain comparative amounts. Also refer to the "Accounting Policies" section of this MD&A and the 2022 Annual MD&A and audited consolidated financial statements in the Company's 2022 Annual Report.

**CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION**

This MD&A contains forward-looking information. Forward-looking information includes statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "will", "may", "expects", "anticipates", "intends", "plans", "believes", "estimates", "objective", "target", "potential" and other similar expressions or negative versions thereof. Forward-looking information includes, without limitation, statements about the Company's operations, business (including business mix), financial condition, expected financial performance (including revenues, earnings or growth rates and medium-term financial objectives), ongoing business strategies or prospects, climate-related and diversity-related measures, objectives and targets, anticipated global economic conditions and possible future actions by the Company, including statements made with respect to the expected cost, benefits, timing of integration activities and timing and extent of revenue and expense synergies of acquisitions and divestitures, including but not limited to the proposed acquisition of Investment Planning Counsel (IPC) and the acquisition of the full-service retirement business of Prudential, expected capital management activities and use of capital, estimates of risk sensitivities affecting capital adequacy ratios, expected dividend levels, expected cost reductions and savings, expected expenditures or investments (including but not limited to investment in technology infrastructure and digital capabilities and solutions), the timing and completion of the proposed acquisition of IPC, the impact of regulatory developments on the Company's business strategy and growth objectives.

Forward-looking statements are based on expectations, forecasts, estimates, predictions, projections and conclusions about future events that were current at the time of the statements and are inherently subject to, among other things, risks, uncertainties and assumptions about the Company, economic factors and the financial services industry generally, including the insurance, mutual fund and retirement solutions industries. They are not guarantees of future performance, and the reader is cautioned that actual events and results could differ materially from those expressed or implied by forward-looking statements. Many of these assumptions are based on factors and events that are not within the control of the Company and there is no assurance that they will prove to be correct. In all cases, whether or not actual results differ from forward-looking information may depend on numerous factors, developments and assumptions, including, without limitation, assumptions around sales, fee rates, asset breakdowns, lapses, plan contributions, redemptions and market returns, the ability to integrate the acquisitions of Personal Capital and the retirement services businesses of MassMutual and Prudential, the ability to leverage Empower's, Personal Capital's, MassMutual's and Prudential's retirement services businesses and achieve anticipated synergies, customer behaviour (including customer response to new products), the Company's reputation, market prices for products provided, sales levels, premium income, fee income, expense levels, mortality experience, morbidity experience, policy and plan lapse rates, participant net contribution, reinsurance arrangements, liquidity requirements, capital requirements, credit ratings, taxes, inflation, interest and foreign exchange rates, investment values, hedging activities, global equity and capital markets (including continued access to equity and debt markets), industry sector and individual debt issuers' financial conditions (particularly in certain industries that may comprise part of the Company's investment portfolio), business competition, impairments of goodwill and other intangible assets, the Company's ability to execute strategic plans and changes to strategic plans, technological changes, breaches or failure of information systems and security (including cyber attacks), payments required under investment products, changes in local and international laws and regulations, changes in accounting policies and the effect of applying future accounting policy changes, changes in actuarial standards, unexpected judicial or regulatory proceedings, catastrophic events, continuity and availability of personnel and third party service providers, the Company's ability to complete strategic transactions and integrate acquisitions, unplanned material changes to the Company's facilities, customer and employee relations or credit arrangements, levels of administrative and operational efficiencies, changes in trade organizations, and other general economic, political and market factors in North America and internationally.

The reader is cautioned that the foregoing list of assumptions and factors is not exhaustive, and there may be other factors listed in other filings with securities regulators, including factors set out in the Company's 2022 Annual MD&A under "Risk Management and Control Practices" and "Summary of Critical Accounting Estimates" and in the Company's annual information form dated February 8, 2023 under "Risk Factors", which, along with other filings, is available for review at [www.sedar.com](http://www.sedar.com). The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not to place undue reliance on forward-looking information.

Other than as specifically required by applicable law, the Company does not intend to update any forward-looking information whether as a result of new information, future events or otherwise.

*Important Note Regarding Sustainability Disclosure*

Certain forward-looking statements in this MD&A relate to the Company's climate-related and diversity-related measures, objectives, priorities, strategies and commitments or actions that will be taken to achieve them. The climate-related statements include statements with respect to reducing the Company's greenhouse gas (GHG) emissions related to its own activities and energy consumption and achieving net-zero GHG emissions for its operating and financing activities by 2050, the causes and potential impacts of climate change globally, and the Company's approach to identifying and managing climate-related risks and opportunities. The diversity-related statements include statements with respect to growing representation of women and underrepresented minorities in management. The forward-looking climate-related and diversity-related information in this MD&A is presented for the purpose of assisting our stakeholders in understanding how we intend to address climate-related governance, strategy, risks, opportunities, and objectives, and may not be appropriate for other purposes.

Any commitments, goals or targets discussed in this MD&A, including but not limited to the Company's net-zero related commitments and diversity-related measures, are aspirational and may need to be changed or recalibrated as data improve and as climate science, regulatory requirements and market practices regarding standards, methodologies, metrics and measurements evolve. Our climate risk analysis and net-zero strategy remain under development, and the data underlying our analysis and strategy remain subject to evolution over time. We are also continuing to develop our diversity-related data. There is a strong possibility that our expectations, forecasts, estimates, predictions and conclusions may not prove to be accurate and our assumptions may prove to be incorrect, and there is a material risk we will not achieve our climate-related and diversity-related objectives, priorities, strategies and commitments. In addition, many of the assumptions, standards, metrics and measurements used in preparing these forward-looking statements are not audited or independently verified, have limited comparability and continue to evolve.



There are limitations and uncertainties inherent in climate science, climate risk analysis and reporting. There are many factors that are the subject of ongoing climate science and that we cannot foresee or accurately predict, which will impact the Company's ability to achieve its climate-related objectives, priorities, strategies and commitments. There are also many factors which will impact the Company's ability to achieve its diversity-related objectives, priorities, strategies and commitments. These factors include, without limitation, the transition to a low-carbon economy, the need for more and better climate data and standardization of climate-related measurement methodologies, our ability to gather and verify data, our ability to develop indicators to effectively monitor our advancements and assess and manage climate-related risks, the need for active and continued action by stakeholders (including governmental and non-governmental organizations, our counterparties and other businesses and individuals), compliance with our policies and procedures, our ability to recruit and retain key personnel in a competitive environment for talent, technological advancements, the evolution of consumer behaviour, varying decarbonization efforts across economies, the challenges of balancing emission reduction objectives with an orderly, just and inclusive transition and geopolitical factors that impact global energy needs, the legal and regulatory environment, and regulatory compliance considerations.

**CAUTIONARY NOTE REGARDING NON-GAAP FINANCIAL MEASURES AND RATIOS**

This MD&A contains some non-Generally Accepted Accounting Principles (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)", "base earnings (loss) (US\$)", "core base net earnings (loss)", "core base earnings (loss) (US\$)", "non-core base earnings (loss)", "non-core base earnings (loss) (US\$)", "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)", "base return on equity (ROE)", "base dividend payout ratio", "core margin (pre-tax)" and "effective income tax rate – base earnings – common shareholders". 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. Refer to the "Non-GAAP Financial Measures and Ratios" section in this MD&A for the appropriate reconciliations of these non-GAAP financial measures to measures prescribed by GAAP as well as additional details on each measure and ratio.

### TRANSITION TO IFRS 17 AND IFRS 9

As noted in the "Accounting Policies" section of this document, the Company has adopted IFRS 17, *Insurance Contracts* (IFRS 17) replacing IFRS 4, *Insurance Contracts* (IFRS 4) effective January 1, 2023. While the new standard changes the measurement and timing of recognition of insurance contracts and the corresponding presentation and disclosures in the Company's financial statements, it does not have a material impact on the Company or change the Company's underlying business strategy.

The Company has also adopted IFRS 9, *Financial Instruments* (IFRS 9) replacing IAS 39, *Financial Instruments: Recognition and Measurement* effective January 1, 2023. IFRS 9 provides changes to financial instruments accounting for the following: classification and measurement of financial instruments based on a business model approach for managing financial assets and the contractual cash flow characteristics of the financial asset; impairment based on an expected loss model; and hedge accounting that incorporates the risk management practices of an entity. The adoption of IFRS 9 has not resulted in a material change in assets, liabilities and earnings.

For additional detail, refer to notes 2 and 3 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023.

The Company is reporting under the new standards for the first time for the quarter ended March 31, 2023. Quarterly comparative results for the year ended December 31, 2022 have been restated, as applicable, in alignment with the new standards. The impacts of the adoption of IFRS 17 include:

- January 1, 2022 shareholders' equity decreased by approximately 12% on the adoption of IFRS 17 on January 1, 2023 in line with original expectations, primarily due to the establishment of the contractual service margin (CSM), partially offset by the removal of provisions no longer required under IFRS 17.
- The CSM established for in-force contracts as at January 1, 2022 was \$5.9 billion associated with the shareholders' account and \$2.6 billion associated with the participating account. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital or opening equity.
- 1.8% decrease in base earnings<sup>1</sup> as a result of transition with no material change to the pattern of base earnings and approximately 70% of business experienced limited or no impacts; however, there is an expected increase in net earnings volatility driven by the removal of the direct link between asset and liability measurement that existed under the Canadian Asset Liability Matching (CALM) process under IFRS 4. In addition, changes to the base earnings definition to exclude the amortization of acquisition-related finite life intangible assets, accounted for a 4.0% increase in base earnings for an overall net increase of 2.2%.
- Medium-term financial objectives for base EPS<sup>2</sup> growth and base dividend payout ratio remain unchanged, while medium-term financial objective for base ROE<sup>2</sup> is increased by 2% to 16-17% reflecting the change in shareholders' equity.
- Financial strength has been maintained with a positive impact of approximately 10 points to the March 31, 2023 Canada Life consolidated LICAT Ratio as a result of the adoption of IFRS 17 and IFRS 9. Tier 1 available capital under the 2023 LICAT Guideline includes the CSM, other than the CSM associated with segregated fund guarantees.

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

**Observations from 2022 Restated Comparative Results**

The adoption of IFRS 17 led to a 1.8% decrease in base earnings with approximately 70% of business experiencing limited or no change in earnings. For businesses more impacted by IFRS 17, the main drivers of the change in earnings relate to the introduction of the contractual service margin (CSM) and the removal of the direct link between assets and liabilities.

The CSM leads to more stable insurance results as gains on new business, certain non-financial experience (e.g., longevity) and non-financial assumption changes are recognized in the CSM, to the extent possible, and then recognized into earnings as services are provided over the life of the insurance contract. However, certain non-financial experience (e.g., mortality impact on life insurance contracts) is immediately recognized in base earnings. This can lead to a difference in the base earnings recognition while not impacting Canada Life's regulatory capital (LICAT) position. Canada Life's diverse portfolio continues to minimize the impact on capital from changes in mortality as the increased CSM balances on the longevity blocks provide an increase to Tier 1 available capital for LICAT which mitigates the immediate earnings recognition on the mortality blocks. This capital treatment is more reflective that the underlying economics of these blocks of business have not changed, rather only the timing of how experience is reflected in earnings has changed.

The removal of the direct link between assets and liabilities led to a modest decrease in base earnings as the impact of trading activity on certain lines of business is deferred rather than immediately reflected into earnings. The Company elected to use a top-down, own assets reference portfolio approach to set liability discount rates for fulfillment cashflows for most portfolios of business. For other lines of business, as the Company rebalances fixed income investments within the reference portfolio, this can change the top-down discount rates used to measure insurance contract liabilities which leads to trading activity being recognized in earnings immediately.

There is also greater net earnings volatility under IFRS 17 due to the removal of the direct link between assets and liabilities resulting in differences in the change in liabilities compared to the change in supporting assets. The Company reviewed its asset liability management and accounting policy decisions with the transition to IFRS 17, with the focus of maintaining Canada Life's regulatory capital (LICAT) stability.

- For example, in instances where investment strategy uses equities or other non-fixed income (NFI) assets, or mortgage assets which are valued at amortized cost, as a component of general fund assets supporting liabilities, interest rate exposure arises in the net earnings under IFRS 17. However, this additional net earnings volatility offsets other LICAT impacts leading to greater LICAT stability.
- As equity and real estate markets move up or down, the change in the asset carrying values (marked-to-market movements) are now recognized in earnings as opposed to being offset in the CALM process under IFRS 4. However, this additional net earnings volatility leads to a limited LICAT impact due to the limited use of NFI assets.

Over the 2022 comparative period, the Company observed the following key items:

- A 1.8% decrease in base earnings with approximately 70% of business experience limited or no change in earnings. This decrease was driven by deferral of new business gains and certain trading activity, partially offset by higher in-force earnings driven by the CSM amortization and deferral of certain non-financial experience.
- An increase in net earnings volatility due to market experience that was a result of the heightened market volatility within 2022; however, the Company's financial strength and the Canada Life proforma LICAT ratio was stable over 2022.

**CONSOLIDATED OPERATING RESULTS**

**Selected consolidated financial information**  
(in Canadian \$ millions, except for per share amounts)

	As at or for the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Earnings</b>			
Base earnings <sup>1</sup>	\$ 808	\$ 869	\$ 712
Net earnings - common shareholders	595	452	1,334
<b>Per common share</b>			
Basic:			
Base earnings <sup>2</sup>	0.87	0.93	0.76
Net earnings	0.64	0.48	1.43
Diluted net earnings	0.64	0.48	1.43
Dividends paid	0.52	0.49	0.49
Book value <sup>3</sup>	23.45	23.28	21.65
<b>Base return on equity<sup>2</sup></b>	<b>15.8 %</b>	<b>15.7 %</b>	
<b>Return on equity<sup>3</sup></b>	<b>13.4 %</b>	<b>17.2 %</b>	
<b>Base dividend payout ratio<sup>2</sup></b>	<b>60.0 %</b>	<b>52.7 %</b>	<b>64.5 %</b>
<b>Dividend payout ratio<sup>3</sup></b>	<b>81.3 %</b>	<b>102.1 %</b>	<b>34.3 %</b>
<b>Financial leverage ratio<sup>4</sup></b>	<b>33 %</b>	<b>33 %</b>	<b>33 %</b>
<b>Price/earnings ratio<sup>3</sup></b>	<b>11.7X</b>	<b>8.9X</b>	
<b>Price/book value ratio<sup>3</sup></b>	<b>1.5X</b>	<b>1.3X</b>	
<b>Total assets per financial statements</b>	<b>\$ 691,853</b>	<b>\$ 672,206</b>	
<b>Total assets under management<sup>1</sup></b>	<b>1,040,214</b>	<b>1,003,940</b>	
<b>Total assets under administration<sup>1</sup></b>	<b>2,596,151</b>	<b>2,468,463</b>	
<b>Total contractual service margin (net of reinsurance held)</b>	<b>13,043</b>	<b>13,123</b>	
<b>Total equity</b>	<b>\$ 29,037</b>	<b>\$ 28,795</b>	
<b>Canada Life Assurance Company consolidated LICAT Ratio<sup>5</sup></b>	<b>127 %</b>		
<b>Canada Life Assurance Company consolidated LICAT Ratio - proforma<sup>6</sup></b>		<b>130 %</b>	<b>127 %</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>3</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>4</sup> The calculation for financial leverage ratio includes the after-tax non-participating CSM balance in the denominator, other than CSM associated with segregated fund guarantees. This reflects that the CSM represents future profit and is considered available capital under LICAT. These ratios are estimates based on available data.

<sup>5</sup> The Life Insurance Capital Adequacy Test (LICAT) Ratio is based on the consolidated results of The Canada Life Assurance Company (Canada Life), Lifeco's major Canadian operating subsidiary. The LICAT Ratio is calculated in accordance with the Office of Superintendent of Financial Institutions' guideline - Life Insurance Capital Adequacy Test. Refer to the "Capital Management and Adequacy" section of this document for additional details.

<sup>6</sup> Proforma estimates of the Canada Life Assurance Company consolidated LICAT ratio are estimated based on the retrospective application of the 2023 LICAT Guideline to 2022 financial results which have been restated to reflect the adoption of IFRS 17 and IFRS 9. Proforma LICAT ratios are intended only to provide an estimate of the direction and magnitude of the impact of adopting the 2023 LICAT Guideline under IFRS 17. Refer to the Cautionary Notes at the beginning of this document for additional information on the use of proforma estimates.

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## DEVELOPMENTS

- The Company has adopted and successfully implemented IFRS 17, Insurance Contracts (IFRS 17) and IFRS 9, Financial Instruments (IFRS 9) effective January 1, 2023<sup>3</sup>. This milestone marks the culmination of a multi-year enterprise-wide initiative that involved significant contributions from the Company's actuarial, accounting, technology and business teams as well as collaboration with industry peers, regulatory bodies and other stakeholders. The new reporting regime provides improved visibility as to the strong underlying economics and diversification of Lifeco's portfolio through enhanced disclosures and metrics. These new standards do not have a material financial impact or result in a material change in the level of invested assets, nor do they change the underlying economics of the Company's business activities or change the Company's business strategy.

- As the Company is advancing its business strategy and driving momentum across the portfolio, it is enhancing its reporting and disclosures to provide greater clarity and transparency into how the Company is creating value for shareholders and growing the business.

The result is that the Company is evolving the previous value-creation priorities to focus on three key value drivers for its business: Workplace Solutions, Wealth & Asset Management and Insurance & Risk Solutions.

The Company is also providing enhanced disclosures at both the portfolio and segment levels to show how its businesses are organized against these value drivers and the scope, scale and opportunity for growth in each.

- In late March 2023, Canada Life launched digital enrolment for members of the Public Service Health Care Plan (PSHCP). Enrolment will be managed in waves with over 700,000 invites issued and follow-up reminders to continue to July 1, 2023. The Company has approximately 290,000 members enrolled, with over 90% of those also registered digitally on My Canada Life at Work with direct deposit of claims payments.
- Following the completion of Empower's acquisition of the full-service retirement services business of Prudential Financial, Inc. (Prudential) in April 2022, Empower's reach in the U.S. has expanded to approximately 82,000 workplace savings plans as of March 31, 2023.

As of March 31, 2023, US\$43 million of pre-tax run rate cost synergies have been achieved to date of a total US\$180 million expected by the end of the second quarter of 2024 as Empower migrates Prudential's retirement services business onto the Empower recordkeeping platform.

- Putnam continues to drive strong investment performance across asset classes. Putnam ranked 2<sup>nd</sup> (out of 47 fund families), 3<sup>rd</sup> (out of 49) and 9<sup>th</sup> (out of 49) for ten-, five- and one-year performance, respectively, in the 2022 Barron's Annual Best Fund Families rankings, released in the first quarter of 2023. Putnam is the only firm to rank in the top 10 in all three time periods.
- In February, Putnam officially launched the Putnam Sustainable Retirement Funds, a target-date series for the retirement savings marketplace. The suite invests in actively managed sustainable and environmental, social and governance (ESG)-focused exchange-traded funds (ETFs) reflecting the company's goal of providing innovative and high-performing funds for investors.

### Strategic Highlights and Transactions

- Subsequent to the first quarter of 2023, on April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel Inc. (IPC), a leading independent wealth management firm, from IGM Financial Inc. (IGM). This acquisition accelerates our strategy of building the leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth management providers in Canada. Canada Life will acquire IPC for a total cash consideration of \$575 million, subject to adjustments. Transaction and integration costs of \$25 million pre-tax are expected over 18 months after the deal is closed. IGM is an affiliated company and a member of the Power Corporation group of companies. The transaction is expected to close in the fourth quarter of 2023 and is subject to customary closing conditions including regulatory approvals.

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<sup>3</sup> Refer to the "Accounting Policies" section of this document and to notes 2 and 3 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for further details.

- In the first quarter of 2023, Empower launched Empower Personal Wealth with an expanded focus on retail wealth management. This new business is working to make money management simpler, clearer, and more accessible by bringing together everything a customer owns and owes in one comprehensive dashboard that they and their advisor can leverage to take control of their personal wealth. The results of the business acquired from Personal Capital are now included within Empower Personal Wealth results.
- During the first quarter of 2023, Irish Life combined its Irish brands: Invesco, Acumen and APT under a single wealth management umbrella. The new firm, Unio Financial Services Ltd., brings together three advisory firms into one firm with a common advisory and investment proposition for clients. The new company will provide expert advice for thousands of individuals who are currently either under-advised, or not being serviced at all on how to effectively manage their wealth. Underpinned by a market-leading digital platform, Unio will provide personalized client advice and investment solutions to a growing and underserved population.

#### Capital Transactions

- Subsequent to the first quarter of 2023, on April 18, 2023, the Company repaid the principal amount of its maturing 2.5% €500 million senior bonds, together with accrued interest.

#### **Macroenvironmental Risks**

Many factors continue to extend economic uncertainty and global financial markets continue to be volatile. The environment is displaying elevated levels of inflation and tighter financial conditions, and there are emerging liquidity concerns with respect to certain U.S. and European banks. Central banks are weighing these factors in consideration of interest rate decisions in many of the countries in which the Company operates. The outlook for financial and real estate markets over the short and medium-term remains highly uncertain and the Company actively monitors events and information globally.

Throughout 2022 and into 2023, commercial real estate office markets in Europe and North America showed signs of slowdown due to dampened demand from a continued lag faced by employers on return-to-office plans, leading to higher vacancy rates and deteriorating operating performance, driven as well by challenging economic and capital market conditions. This has resulted in certain valuation reductions reflecting the current outlook for office properties. As market conditions evolve, the Company may be required to apply further valuation reductions.

The Company's strategies are resilient and flexible, positioning it to navigate current market conditions and continue to identify and pursue opportunities, including organic growth and acquisition activities, while supporting customers and employees in an evolving environment.

### **BASE AND NET EARNINGS**

Consolidated base earnings and net earnings of Lifeco include the base earnings and net earnings of Canada Life (and its operating subsidiaries), Empower and Putnam, together with Lifeco's Corporate operating results.

With the adoption of IFRS 17, the Company has refined the definition of base earnings (loss)<sup>4</sup>, a non-IFRS financial measure. This is applicable as of January 1, 2023 and has been applied to the restated unaudited 2022 comparative periods. Overall, the Company's principles in defining base earnings (loss) have remained consistent. Base earnings (loss) continues to represent management's view of the underlying business performance of the Company and provides an alternate measure to understand the underlying business performance compared to IFRS net earnings.

Base earnings (loss) exclude the following items from IFRS reported net earnings:

- Market-related impacts, where actual market returns in the current period are different than longer-term expected returns on assets and liabilities;
- Assumption changes and management actions that impact the measurement of assets and liabilities;
- Acquisition transaction costs;
- Restructuring and integration costs;
- Material legal settlements, material impairment charges related to goodwill and intangible assets, impacts of income tax rate changes and other tax impairments, net gains, losses or costs related to the disposition or acquisition of a business; and
- Other items that, when removed, assist in explaining the Company's underlying business performance.

The definition of base earnings (loss) has been refined (in 2023 and applied to 2022 comparative results) to also exclude the following impacts that are included in IFRS reported net earnings for an improved representation of the Company's underlying business performance, as well as for consistency and comparability with financial services industry peers:

- Realized gains (losses) on the sale of assets measured at fair value through other comprehensive income (FVOCI);
- The direct equity and interest rate impacts on the measurement of surplus assets and liabilities; and
- Amortization of acquisition related finite life intangible assets.

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<sup>4</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

**Base earnings<sup>1</sup> and net earnings - common shareholders by segment**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>			
Canada	\$ 278	\$ 260	\$ 224
United States	200	190	144
Europe	178	256	176
Capital and Risk Solutions	157	181	171
Lifeco Corporate	(5)	(18)	(3)
<b>Lifeco base earnings<sup>1</sup></b>	<b>\$ 808</b>	<b>\$ 869</b>	<b>\$ 712</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ (168)	\$ (386)	\$ 686
Assumption changes and management actions <sup>2</sup>	7	(29)	(18)
Transaction costs related to acquisitions <sup>3</sup>	—	(5)	(7)
Restructuring and integration costs	(19)	(32)	(12)
Tax legislative changes impact	—	63	—
Amortization of acquisition-related finite life intangibles	(33)	(28)	(27)
<b>Items excluded from Lifeco base earnings</b>	<b>\$ (213)</b>	<b>\$ (417)</b>	<b>\$ 622</b>
<b>Net earnings (loss) - common shareholders</b>			
Canada	\$ 233	\$ 352	\$ 443
United States	151	142	112
Europe	40	(25)	544
Capital and Risk Solutions	184	3	234
Lifeco Corporate	(13)	(20)	1
<b>Lifeco net earnings - common shareholders</b>	<b>\$ 595</b>	<b>\$ 452</b>	<b>\$ 1,334</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>3</sup> The transaction costs relate to acquisitions in the U.S. segment (the full-service retirement business of Prudential, Personal Capital and the retirement services business of MassMutual) as well as acquisitions in the Europe segment.

**Base Earnings**

Base earnings for the first quarter of 2023 of \$808 million (\$0.87 per common share) increased by \$96 million or 13% from \$712 million (\$0.76 per common share) a year ago. The increase was primarily due to Prudential related base earnings of \$69 million (US\$51 million), higher contributions from investment experience and realized synergies from the MassMutual acquisition, as well as more favourable group insurance long term disability morbidity experience, pricing actions in Group Life and Health business and higher earnings on surplus in the Canada segment. These items were partially offset by lower fee income in the U.S. segment as well as unfavourable mortality experience in the Canada, Europe and Capital and Risk Solutions segments.

**Net Earnings**

Lifeco's net earnings for the three month period ended March 31, 2023 of \$595 million (\$0.64 per common share) decreased by \$739 million or 55% compared to \$1,334 million (\$1.43 per common share) a year ago. The decrease was primarily due to unfavourable market experience driven by negative returns on non-fixed income assets and declining risk free rates in-quarter compared to positive contributions in the same quarter last year from rising interest rates. The decrease was partially offset by an increase in base earnings.



Lifeco's net earnings for the three month period ended March 31, 2023 of \$595 million (\$0.64 per common share) increased by \$143 million or 32% compared to \$452 million (\$0.48 per common share) in the previous quarter. The increase in net earnings was primarily due to relatively less unfavourable market experience driven by improved non-fixed income returns and declining risk free rates in-quarter compared to more unfavourable contributions in the previous quarter. The increase was partially offset by less favourable impacts of trading activity in the Europe segment as well as unfavourable mortality experience in the Capital and Risk Solutions segment.

### **Items Excluded from Base Earnings**

#### **Market Experience Gains and Losses**

In the regions where the Company operates, average equity market indices for the three months ended March 31, 2023 were down by 10% in the U.S. (as measured by S&P 500), 5% in Canada (as measured by S&P TSX), up 4% in the U.K. (as measured by FTSE 100) and 3% in broader Europe (as measured by EURO STOXX 50) compared to the same period in 2022. The major equity indices finished the first quarter of 2023 up 14% in broader Europe, 7% in the U.S., 4% in Canada and 2% in the U.K. compared to December 31, 2022.

Market experience gains and losses, which are reflected in the net investment result of the Company's consolidated statement of earnings, negatively impacted net earnings by \$168 million in the first quarter of 2023 (positive impact of \$686 million in the first quarter of 2022), mainly due to decreases in interest rates at long durations in Canada and U.K., and lower returns than expected on U.K. real estate assets.

In countries where the Company operates, interest rates decreased at long durations during 2023, resulting in a negative impact on net earnings. In order to mitigate the Company's exposure to interest rate fluctuations, the Company follows disciplined processes for matching asset and liability cash flows. As a result, the impact of changing interest rates is mostly mitigated in the current period, with the impact of changes in fair values of bonds backing insurance contract liabilities mostly offset by a corresponding change in the insurance contract liabilities. However, differences in the interest rate sensitivity in the value of assets and the value of insurance and investment contract liabilities leads to a sensitivity to interest rate movements in net earnings under IFRS 17 and IFRS 9. The Company's asset liability management strategy uses equities and other non-fixed income assets as a component of general fund assets supporting liabilities, which leads to interest rate exposure in the net earnings. Further, the classification of financial assets under IFRS 9, for example, mortgage assets which are valued at amortized cost and held in the general fund assets supporting liabilities, also contributes to interest rate exposure in net earnings.

For a further description of the Company's sensitivity to equity market and interest rate fluctuations, including sensitivity disclosures as a result of current market conditions, refer to "Financial Instruments Risk Management", note 6 to the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023.

#### **Assumption Changes and Management Actions**

For the three months ended March 31, 2023, assumption changes and management actions resulted in a positive net earnings impact of \$7 million reflecting minor model refinements of \$2 million in Canada and \$5 million in Europe. Additionally, there was a decrease of \$6 million in contractual service margin due to minor model refinements.

#### **Other Items Excluded from Base Earnings**

For the first quarter of 2023, transaction costs related to acquisitions were nil compared to \$7 million for the same quarter last year, primarily due to acquisitions in the Europe segment in the prior year. Restructuring and integration costs were \$19 million, \$7 million more compared to the same quarter last year, primarily related to recent acquisitions in the U.S. segment. Amortization of acquisition related finite life intangible assets was \$33 million, an increase of \$6 million compared to the same quarter last year, primarily due to recent acquisitions in the U.S. segment.

**Foreign Currency**

The average currency translation rate for the first quarter of 2023 increased for the U.S. dollar and the euro, and decreased for the British pound compared to the first quarter of 2022. The overall impact of currency movement on the Company's net earnings for the three months ended March 31, 2023 was an increase of \$18 million compared to translation rates a year ago.

From December 31, 2022 to March 31, 2023, the market rates at the end of the reporting period used to translate the euro and British pound assets and liabilities to the Canadian dollar increased, while the U.S. dollar was comparable. The movements in end-of-period exchange rates impact the translation of foreign operations, including related hedge activities, resulting in post-tax unrealized foreign exchange gains of \$120 million in-quarter recorded in other comprehensive income.

Translation rates for the reporting period and comparative periods are detailed in the "Translation of Foreign Currency" section.

**LIFECO VALUE DRIVERS**




As the Company is advancing its business strategy and driving momentum across the portfolio, it is enhancing its reporting and disclosures to provide greater clarity and transparency into how the Company is creating value for shareholders and growing the business.

The result is that the Company is evolving the previous value-creation priorities to focus on three key value drivers for its business: Workplace Solutions, Wealth & Asset Management and Insurance & Risk Solutions.

The Company is also providing enhanced disclosures at both the portfolio and segment levels to show how its businesses are organized against these value drivers and the scope, scale and opportunity for growth in each.

The following table displays how the various business units in each operating segment have been aligned with value drivers at the consolidated Lifeco level. Accordingly, the Company has updated how it refers to the business units within the Canada, Europe and U.S. operating segments.

A description of the value drivers and a supplemental view of base earnings and other key performance indicators at the consolidated Lifeco level are provided below.

		Operating Segments			
Value Drivers		Canada	U.S.	Europe	Capital and Risk Solutions
	Workplace Solutions	Group Life & Health Group Retirement	Empower Defined Contribution	Group Life & Health Group Retirement	
	Wealth & Asset Management	Individual Wealth Management	Empower Personal Wealth Asset Management	Individual Wealth & Asset Management	
	Insurance & Risk Solutions	Insurance & Annuities		Insurance & Annuities	Reinsurance

**Workplace Solutions**

The Company has built millions of trusted relationships with customers through Workplace Solutions. These relationships are based on the consistent delivery of health and wellness benefits, as well as retirement solutions that are delivered at scale through employer sponsored plans as a core part of the business. The Company is also building lifetime customer relationships through a focus on deepening the advice and solutions to better meet customers' retirement, investment and wellness needs.

**Selected Results**

**Workplace Solutions**

	<b>For the three months ended</b>		
	<b>Mar. 31</b>	Dec. 31	Mar. 31
	<b>2023</b>	2022	2022
	(Restated)	(Restated)	
Base earnings (loss) <sup>1</sup>	\$ 441	\$ 365	\$ 321
Group Life & Health net book premiums <sup>2</sup>	14,813	14,280	13,773
Wealth net cash flows <sup>2</sup>	12,233	5,857	37,265
Fee and other income	1,027	1,006	827

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

Workplace Solutions base earnings for the first quarter of 2023 of \$441 million (approximately 55% of base earnings) increased by \$120 million compared to the same quarter last year. The increase was primarily due to an increase of \$58 million (US\$43 million) related to the Prudential acquisition, realized synergies from the MassMutual acquisition, higher contributions from investment experience, and more favourable group insurance long term disability morbidity experience and pricing actions in Group Life and Health business.

Net cash inflows for the first quarter of 2023 of \$12.2 billion decreased by \$25.0 billion compared to the same quarter last year, primarily due to lower net inflows from Empower Defined Contribution as there were large plan sales in the first quarter of 2022 that were not repeated in 2023.

Fee and other income for the first quarter of 2023 of \$1,027 million increased by \$200 million compared to the same quarter last year, primarily due to fee income related to the Prudential acquisition and higher fee income on administrative services only contracts in the Canada segment.

**Wealth & Asset Management**

In partnership with over 234,000 advisor relationships globally, the Company is delivering targeted and sophisticated solutions supported by personalized advice to meet customers' most complex personal wealth needs. The approach is enabled through investments in technology platforms and in market leading managed solutions to help advisors continue to meet the evolving needs of customers.

**Selected Results**

**Wealth & Asset Management**

	As at or for the three months ended		
	Mar. 31	Dec. 31	Mar. 31
	2023	2022 (Restated)	2022 (Restated)
Base earnings (loss) <sup>1</sup>	\$ 92	\$ 117	\$ 100
Wealth net cash flows <sup>2</sup>	2,253	1,452	1,331
Fee and other income	595	602	600
CSM, segregated fund products	3,355	3,269	3,427

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

Wealth & Asset Management base earnings of \$92 million (approximately 11% of base earnings) decreased by \$8 million compared to the same quarter last year. The decrease was primarily due to lower net fee income driven by lower average equity markets in all jurisdictions. These items were partially offset by an increase of \$11 million (US\$8 million) related to the Prudential acquisition as well as the impact of currency movements.

Net cash inflows were \$2,253 million compared to net inflows of \$1,331 million for the same quarter last year, primarily driven by an increase in net inflows at Empower Personal Wealth and a decrease in net outflows at U.S. Asset Management.

**Insurance & Risk Solutions**

The Company has a strong and stable insurance base which helps produce capital that is invested in areas of opportunity for growth. Additionally, with its sophisticated risk and capital management expertise, the Company is helping organizations manage their risks and deliver sustainable customer solutions. By leveraging this expertise, Lifeco is diversifying its portfolio, offsetting or counterbalancing risks and creating value for stakeholders including strong financial performance.

**Selected Results**

**Insurance & Risk Solutions**

	As at or for the three months ended		
	Mar. 31	Dec. 31	Mar. 31
	2023	2022 (Restated)	2022 (Restated)
Base earnings (loss) <sup>1</sup>	\$ 293	\$ 462	\$ 294
New business CSM, excluding participating products	59	112	96
CSM, excluding participating products	5,867	5,831	5,762

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

Insurance & Risk Solutions base earnings for the first quarter of 2023 of \$293 million (approximately 36% of base earnings) decreased by \$1 million compared to the same quarter last year. The decrease was primarily due to unfavourable mortality experience in the Canada, Europe and Capital and Risk Solutions segments. The decrease was partially offset by growth in the structured business and improved property catastrophe product margins in the Capital and Risk Solutions segment, as well as favourable insurance and annuity results and the favourable impact of changes to certain tax estimates in the Europe segment.

Closing CSM for the first quarter of 2023, excluding participating products, of \$5,867 million was comparable to the fourth quarter of 2022 as the impact of new business, favourable longevity experience and the impact of currency movements were offset by CSM recognized for services provided.

**STATEMENT OF EARNINGS**

The following discussion sections reflect the statement of earnings presentation under IFRS 17 which provides a clearer picture of profit sources. For insurance contracts, at a high level, the impacts of insurance performance are presented separately from financial risks and investment income, through the Insurance Service Result and Net Investment Result, respectively. Other businesses such as Group Retirement, Group Administrative Services Only and Wealth & Asset Management are presented through Other Income and Expenses.

**INSURANCE SERVICE RESULT**

Insurance service result depicts the profit earned from providing insurance coverage and comprises the combined impact of insurance revenue, insurance expenses and net expenses from reinsurance contracts held. Insurance revenue reflects the consideration to which the insurer expects to be entitled in exchange for insurance services provided on an earned basis. Insurance expenses include incurred claims and other operating expenses directly attributable to the insurance contracts the Company issues. Net expenses from reinsurance contracts held represents the combined impact of allocated reinsurance premiums paid to and amounts recovered from reinsurers by the Company.

**Insurance service result**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Insurance service result</b>			
Canada	\$ 341	\$ 335	\$ 307
United States	17	18	7
Europe	182	156	175
Capital and Risk Solutions	160	189	192
<b>Total insurance service result</b>	<b>\$ 700</b>	<b>\$ 698</b>	<b>\$ 681</b>

Insurance service result for the first quarter of 2023 of \$700 million increased by \$19 million compared to the first quarter of 2022. The increase was primarily due to more favourable group insurance long term disability morbidity experience, as well as pricing actions in the Canada segment and a reinsurance settlement gain in the Europe segment. The increase was partially offset by unfavourable mortality experience in the Canada, Europe and Capital and Risk Solutions segments.

**NET INVESTMENT RESULT**

Net investment result depicts the relationship between net investment income earned from managing the Company's financial assets and the impact of net finance income or expense from insurance and reinsurance contracts (the effect of the time value of money and changes in the time value of money and the effect of financial risk and changes in financial risk), including the effects of discount rates and other financial assumptions on valuing the Company's insurance contract liabilities.

**Net investment result**

	<b>For the three months ended</b>		
	<b>Mar. 31 2023</b>	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
Investment income earned (net of investment properties expenses)	\$ 2,186	\$ 2,208	\$ 1,537
Net allowances for credit losses	1	(20)	—
Net realized gains (losses)	(36)	(29)	(4)
<b>Regular investment income</b>	<b>2,151</b>	2,159	1,533
Investment expenses	(45)	(71)	(52)
<b>Net investment income</b>	<b>2,106</b>	2,088	1,481
Changes in fair value through profit or loss	3,573	1,351	(11,298)
<b>Total net investment income</b>	<b>\$ 5,679</b>	\$ 3,439	\$ (9,817)
Net finance expenses from insurance contracts	(3,570)	(1,611)	8,227
Net finance income from reinsurance contracts	93	(94)	(453)
Changes in investment contract liabilities	(1,882)	(1,668)	3,190
<b>Total net investment result</b>	<b>\$ 320</b>	\$ 66	\$ 1,147
<b>Segments:</b>			
Canada	\$ (23)	\$ (72)	\$ 324
United States	362	389	184
Europe	(58)	(81)	530
Capital and Risk Solutions	42	(177)	97
Lifeco Corporate	(3)	7	12
<b>Total net investment result</b>	<b>\$ 320</b>	\$ 66	\$ 1,147

Total net investment result in the first quarter of 2023 decreased by \$827 million compared to the same quarter last year. Expected investment result increased primarily due to income earned on bonds and mortgages acquired through the Prudential acquisition and higher earned rates and volumes at Empower in the U.S. segment. Additionally, favourable earnings on surplus were driven by higher interest rates compared to expectations and improved seed money returns in the U.S. segment. These items were more than offset by market experience losses, which are excluded from base earnings, compared to market experience gains in the first quarter of 2022 which were driven by material increases in interest rates and strong non-fixed income asset returns.

**Credit Markets**

In the first quarter of 2023, the Company experienced credit-related charges in net investment result, net of recoveries on expected credit losses, which negatively impacted common shareholders' net earnings by \$2 million, primarily due to charges on impaired corporate bonds.

**FEE AND OTHER INCOME**

In addition to providing traditional risk-based insurance products, the Company also provides certain products on a fee-for-service basis. The most significant of these products are segregated funds and mutual funds, for which the Company earns investment management fees on assets managed and other fees, as well as administrative services only (ASO) contracts, under which the Company provides group benefit plan administration on a cost-plus basis.

**Fee and other income**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
Canada	\$ 325	\$ 313	\$ 310
United States	1,130	1,144	947
Europe	186	168	193
Capital and Risk Solutions	2	4	1
<b>Total fee and other income</b>	<b>\$ 1,643</b>	<b>\$ 1,629</b>	<b>\$ 1,451</b>

The information in the table above is a summary of gross fee and other income for the Company. Additional commentary regarding fee and other income is included, as applicable, in the "Segmented Operating Results" section.

**EXPENSES**

Expenses shown below are represented in the Company's consolidated statement of earnings by either insurance service expense or in other income and expenses depending on whether or not those expenses are directly attributable to the Company's insurance businesses.

**Expenses**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
Insurance service operating and administrative expenses <sup>1</sup>	\$ 448	\$ 359	\$ 439
Other operating and administrative expenses	1,792	1,820	1,488
<b>Total operating and administrative expenses</b>	<b>\$ 2,240</b>	<b>\$ 2,179</b>	<b>\$ 1,927</b>
Amortization of acquisition-related finite life intangible assets	45	37	35
Amortization of software finite life intangible assets	51	58	51
Financing charges	115	113	88
Restructuring and integration expenses	26	43	17
<b>Total</b>	<b>\$ 2,477</b>	<b>\$ 2,430</b>	<b>\$ 2,118</b>

<sup>1</sup> Excluded from the above table, but included in insurance service expenses for the period ended March 31, 2023, are \$3.5 billion (\$3.3 billion for the period ended March 31, 2022) primarily relating to claims and benefits paid, adjustments to the liability for incurred claims and losses (reversal of losses) on onerous insurance contracts and assets for insurance acquisition cash flows. Refer to note 9 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for additional detail.

For the three months ended March 31, 2023, expenses increased by \$359 million to \$2,477 million compared to the same period last year, primarily due to higher operating and administrative expenses driven by the acquisition of Prudential's retirement services business. In addition, expenses in the Canada segment were higher driven by onboarding the Federal Government Health plan and associated technology expenses. Financing charges were higher compared to the same period last year driven by the issuance of a €500 million euro bond on November 16, 2022. Restructuring and integration expenses increased compared to the same period last year, primarily due to higher integration costs related to the acquisition of Prudential's retirement services business.

**INCOME TAXES**

The Company's effective income tax rate on earnings attributable to common shareholders and total Lifeco earnings are presented below.

**Effective income tax rate**

	<b>For the three months ended</b>		
	<b>Mar. 31 2023</b>	Dec. 31 2022 <sup>2</sup> (Restated)	Mar. 31 2022 <sup>2</sup> (Restated)
Base earnings - Common shareholders <sup>1</sup>	<b>10.9 %</b>	11.2 %	9.4 %
Net earnings - Common shareholders	<b>6.6 %</b>	1.2 %	14.8 %
Net earnings - Total Lifeco	<b>4.6 %</b>	(10.6)%	12.9 %

<sup>1</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> The effective income tax rates for the comparative figures have been restated to reflect the adoption of IFRS 17 and IFRS 9. As IFRS 17 and IFRS 9 impacted the composition of earnings in all jurisdictions, the changes in the effective income tax rates were due to the jurisdictional mix of earnings.

The Company's effective income tax rate is generally lower than the statutory income tax rate of 28.0% due to benefits related to non-taxable investment income and lower income tax in certain foreign jurisdictions.

A Canadian federal corporate income tax rate change, enacted in 2022 (effective after April 7, 2022), increased the statutory income tax rate from 26.5% to 28.0% (prorated to 27.5% in 2022).

In the first quarter of 2023, the effective income tax rate on base earnings for the common shareholders of 10.9% was up from 9.4% in the first quarter of 2022, primarily due to changes in certain tax estimates. In the first quarter of 2023, the effective income tax rate on net earnings for the common shareholders of 6.6% was down from 14.8% in the first quarter of 2022, primarily due to jurisdictional mix of earnings and higher non-taxable investment income.

In the first quarter of 2023, the overall effective income tax rate on net earnings of 4.6%, was down from 12.9% in the first quarter of 2022, primarily due to jurisdictional mix of earnings and higher non-taxable investment income.

In the first quarter of 2023, the overall effective income tax rate on net earnings of 4.6%, was up from negative 10.6% in the fourth quarter of 2022, primarily due to changes in certain tax estimates, partially offset by jurisdictional mix of earnings.

Refer to note 17 to the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for further details.

In December 2021, the Organization for Economic Co-operation and Development (OECD) published model rules outlining a structure for a new global minimum tax regime to be implemented by participating countries at an agreed future date, currently expected (for most countries) to be 2024. Detailed commentary on the rules was released by the OECD during 2022. In the March 2023 federal budget, the Canadian government confirmed its commitment to implement the global minimum tax with effect for fiscal years that begin on or after December 31, 2023. In December 2022, the European Union adopted a directive that member countries must enact the 15% minimum tax into their national laws by end of 2023. The U.K. plans to implement the minimum tax effective for 2024. At this point, the countries where the Company currently operates have all indicated their participation. A number of these countries currently operate at a lower tax rate than the proposed minimum and when legislation is enacted the Company expects an increase in the effective income tax rate. The Company is awaiting the legislation and detailed guidance to assess the full implications of the minimum tax regime.

The U.S. Inflation Reduction Act of 2022, signed into law in August 2022 and effective January 1, 2023, introduced a 15% corporate alternative minimum tax on financial statement income. While it is expected that this tax will advance cash tax payments, the Company does not expect there will be any impact on its overall effective income tax rate.



### **SEGMENTED OPERATING RESULTS**

The consolidated operating results of Lifeco, including the comparative figures, are presented on an IFRS basis after capital allocation. Consolidated operating results for Lifeco comprise the net earnings of Canada Life (and its operating subsidiaries), Empower and Putnam, together with Lifeco's corporate results. The following sections analyze the performance of Lifeco's four major reportable segments: Canada, United States (U.S.), Europe and Capital and Risk Solutions.

### **TRANSLATION OF FOREIGN CURRENCY**

For the United States, Europe and Capital and Risk Solutions segments, foreign currency assets and liabilities are translated into Canadian dollars at the market rate at the end of the financial period. All income and expense items are translated at an average rate for the period.

### **CANADA**

The Canada segment of Lifeco includes the operating results of the Canadian businesses operated by Canada Life, together with an allocation of a portion of Lifeco's corporate results. The Canada business units align to Lifeco's Value Drivers and are included in the information below as follows:

- Workplace Solutions offers group life and health and group retirement products through employer sponsored plans and individual product solutions, including life, accidental death and dismemberment, disability, critical illness, health and dental protection, creditor insurance as well as retirement savings and income and annuity products and other specialty products.
- Individual Wealth Management provides wealth savings and income products to individuals.
- Insurance & Annuities offers life, disability and critical illness insurance products to individuals, as well as individual life annuities and single premium group annuities.

**DEVELOPMENTS**

- Subsequent to the first quarter of 2023, on April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel Inc. (IPC), a leading independent wealth management firm, from IGM Financial Inc. (IGM). This acquisition accelerates our strategy of building the leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth management providers in Canada. Canada Life will acquire IPC for a total cash consideration of \$575 million, subject to adjustments. Transaction and integration costs of \$25 million pre-tax are expected over 18 months after the deal is closed. IGM is an affiliated company and a member of the Power Corporation group of companies. The transaction is expected to close in the fourth quarter of 2023 and is subject to customary closing conditions including regulatory approvals.
- On January 26, 2023, several Canada Life investment funds were recognized at the annual Fundata FundGrade A+ Celebration of Excellence. The FundGrade A+ award is a highly prized achievement in the Canadian investment funds industry, given to investment funds and managers who show consistent, outstanding, risk-adjusted performance throughout the year.
- In late March 2023, Canada Life launched digital enrolment for members of the Public Service Health Care Plan (PSHCP). Enrolment will be managed in waves with over 700,000 invites issued and follow-up reminders to continue to July 1, 2023. The Company has approximately 290,000 members enrolled, with over 90% of those also registered digitally on My Canada Life at Work with direct deposit of claims payments.
- During the quarter, Canada Life officially launched its Gender Affirmation benefit for group clients, which supplements coverage provided under provincial and territorial plans. Gender affirmation coverage helps plan members through transition to live life as their authentic selves. This supplementary coverage contributes to a more inclusive plan that considers the needs of all members and is associated with improved overall well-being.
- The Company launched Canada Life My Par Gift™, a first-of-its-kind, innovative participating life insurance product for donors and registered charities.
- Subsequent to the first quarter, on April 27, 2023, Canada Life announced that the dividend scale will increase for the Canada Life combined open participating account for the second year in a row; the dividend scale interest rate will increase by 25 basis points to 5.50% effective July 1, 2023.

**SELECTED FINANCIAL INFORMATION - CANADA**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>			
Workplace Solutions	\$ 159	\$ 141	\$ 110
Individual Wealth Management	61	44	43
Insurance & Annuities	43	120	63
Corporate	15	(45)	8
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ 278</b>	<b>\$ 260</b>	<b>\$ 224</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ (43)	\$ 61	\$ 226
Assumption changes and management actions <sup>2</sup>	2	(27)	(2)
Tax legislative changes impact	—	63	—
Amortization of acquisition-related finite life intangibles	(4)	(5)	(5)
<b>Net earnings</b>	<b>\$ 233</b>	<b>\$ 352</b>	<b>\$ 443</b>
<b>Sales<sup>2</sup></b>			
Group Life & Health	\$ 180	\$ 138	\$ 255
Group Retirement	758	1,068	954
Individual Wealth Management	2,658	2,545	2,913
Insurance & Annuities	156	278	183
<b>Group Life &amp; Health net book premiums<sup>2</sup></b>	<b>\$ 12,583</b>	<b>\$ 12,155</b>	<b>\$ 11,645</b>
<b>Net cash flows<sup>2</sup></b>			
Group Retirement	\$ 418	\$ 186	\$ 541
Individual Wealth Management	(437)	(329)	173
<b>Net cash flows<sup>2</sup></b>	<b>\$ (19)</b>	<b>\$ (143)</b>	<b>\$ 714</b>
<b>Fee and other income</b>			
Workplace Solutions	\$ 228	\$ 219	\$ 209
Individual Wealth Management	90	88	93
Corporate	7	6	8
<b>Fee and other income</b>	<b>\$ 325</b>	<b>\$ 313</b>	<b>\$ 310</b>
<b>Total assets</b>	<b>\$ 196,302</b>	<b>\$ 190,249</b>	
Other assets under management <sup>2,3</sup>	3,960	4,057	
<b>Total assets under management<sup>1</sup></b>	<b>200,262</b>	<b>194,306</b>	
Other assets under administration <sup>2</sup>	26,989	26,344	
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 227,251</b>	<b>\$ 220,650</b>	
<b>Contractual service margin</b>			
Individual Wealth Management	\$ 1,903	\$ 1,878	\$ 2,201
Insurance & Annuities - Non-Par	1,268	1,264	1,634
Insurance & Annuities - Par	3,161	3,376	2,720
<b>Contractual service margin</b>	<b>\$ 6,332</b>	<b>\$ 6,518</b>	<b>\$ 6,555</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>3</sup> At March 31, 2023, Canada Life had \$7.1 billion of proprietary mutual fund assets held by retail clients (\$6.9 billion at December 31, 2022); however, \$3.1 billion (\$2.9 billion as at December 31, 2022) of these assets are consolidated as investments on account of segregated fund policyholders on the Company's balance sheet.

**Base and net earnings**

In the first quarter of 2023, the Canada segment's net earnings of \$233 million decreased by \$210 million compared to the same quarter last year. Base earnings of \$278 million increased by \$54 million compared to the same quarter last year, primarily due to more favourable group insurance long term disability morbidity experience, pricing actions in the Group Life & Health business and higher earnings on surplus, partially offset by unfavourable individual insurance mortality experience.

Items excluded from base earnings were negative \$45 million compared to positive \$219 million for the same quarter last year. Market experience losses were \$43 million in the first quarter of 2023 due to declining interest rates compared to market experience gains of \$226 million in the same quarter last year due to rising interest rates.

For the first quarter of 2023, the net loss attributable to the participating account was \$22 million compared to net earnings of \$27 million for the same quarter last year, primarily driven by lower earnings on surplus assets and unfavourable impacts of changes in certain tax estimates.

**Sales**

Group Life & Health sales for the first quarter of 2023 of \$180 million decreased by \$75 million compared to the same quarter last year, primarily due to slower markets in the national and mid-market segments, partially offset by higher small case sales. Group Retirement sales for the first quarter of 2023 of \$758 million decreased by \$196 million compared to the same quarter last year, primarily due to slower markets and large sales in prior year that did not recur. Individual Wealth Management sales for the first quarter of 2023 of \$2,658 million decreased by \$255 million compared to the same quarter last year, primarily due to lower markets. Insurance & Annuities sales for the first quarter of 2023 of \$156 million decreased by \$27 million compared to the same quarter last year, primarily due to lower single premium group annuity sales, partially offset by higher individual life participating insurance sales.

**Net book premiums**

Group Life & Health net book premiums for the first quarter of 2023 of \$12,583 million increased by \$938 million compared to the same quarter last year, primarily due to general market growth and increased utilization of healthcare services.

**Net cash flows**

In the first quarter of 2023, net cash outflows were \$19 million compared to net inflows of \$714 million for the same quarter last year. The decrease was primarily due to lower individual deposits similar to the industry, as well as higher individual segregated fund withdrawals.

**Fee and other income**

Fee and other income for the first quarter of 2023 of \$325 million increased by \$15 million compared to the same quarter last year, primarily due to higher fee income on ASO contracts.

**Contractual service margin (CSM)**

Contractual service margin at March 31, 2023 was \$6,332 million, a decrease of \$186 million compared to December 31, 2022, primarily due to a decrease in Participating CSM driven by movements in interest rates, partially offset by an increase in Individual Wealth Management CSM driven by the favourable impact of markets on future segregated funds margins.

**UNITED STATES**

The United States segment operating results for Lifeco include the results of Empower Annuity Insurance Company of America (Empower), Putnam Investments (Asset Management) and the results of the insurance businesses in the U.S. branch of Canada Life, together with an allocation of a portion of Lifeco's corporate results. The U.S. business units align to Lifeco's Value Drivers and are included in the information below as follows:

- Empower Defined Contribution helps people with saving, investing and advice through employer sponsored plans and individual product solutions. Empower Defined Contribution aligns with the Workplace Solutions value driver.
- Empower Personal Wealth offers retail wealth management products and services.
- Asset Management provides investment management services and related administrative functions and distribution services and offers a broad range of investment products.
- Included in the Corporate business unit are a retained block of life insurance, predominately participating policies, which are now administered by Protective Life, as well as a closed retrocession block of life. Items not associated directly with or allocated to Empower and Asset Management, including the impact of certain non-continuing items related to the U.S. segment are also included in the Corporate business unit.

**DEVELOPMENTS**

**Empower**

- In the first quarter of 2023, Empower launched Empower Personal Wealth with an expanded focus on retail wealth management. This new business is working to make money management simpler, clearer, and more accessible by bringing together everything a customer owns and owes in one comprehensive dashboard that they and their advisor can leverage to take control of their personal wealth. The results of the business acquired from Personal Capital are now included within Empower Personal Wealth results.
- On April 1, 2022, Empower completed the acquisition of the full-service retirement services business of Prudential Financial, Inc. (Prudential). With the completion of the acquisition, Empower's reach in the U.S. has expanded to approximately 82,000 workplace savings plans as of March 31, 2023.

The Company funded the total transaction value of US\$3,480 million with US\$1,193 million of limited recourse capital notes and US\$823 million of short-term debt, in addition to existing resources.

Empower anticipates realizing cost synergies through the migration of Prudential's retirement services business onto Empower's recordkeeping platform. Estimated run-rate cost synergies of US\$180 million are expected to be phased in over 24 months primarily when systems migrations are completed. As of March 31, 2023, US\$43 million of pre-tax run rate cost synergies have been achieved. Revenue synergies of US\$20 million are expected on a run-rate basis by the end of 2024 and are expected to grow to US\$50 million by 2026.

Empower expects to incur one-time integration and restructuring expenses of US\$170 million pre-tax related to the Prudential acquisition, US\$17 million pre-tax of which were incurred in the first quarter of 2023. The integration is expected to be completed in the first half of 2024.

*(in US\$ millions)*

	<b>For the three months ended</b>		<b>Total expensed to date</b>
	<b>Mar. 31 2023</b>	<b>Dec. 31 2022</b>	<b>Mar. 31 2023</b>
Restructuring and integration (pre-tax)	\$ 17	\$ 18	\$ 85
Restructuring and integration (post-tax)	12	14	63

- Empower assets under administration (AUA) were US\$1.4 trillion at March 31, 2023, an increase of US\$0.3 trillion compared to March 31, 2022 and an increase of US\$0.1 trillion compared to December 31, 2022. Empower participant accounts have grown to 18.1 million at March 31, 2023, up from 13.2 million at March 31, 2022 and 17.8 million at December 31, 2022. The increases in AUA and participants compared to March 31, 2022 were primarily the result of the Prudential acquisition.

#### **Asset Management**

- Ending assets under management (AUM) at March 31, 2023 of US\$169.1 billion decreased by US\$23.2 billion compared to the same period last year, while average AUM for the three months ended March 31, 2023 of US\$168.3 billion decreased by US\$25.5 billion compared to the same period last year due to the impact of lower markets, as well as cumulative net outflows. Fundamental equity flows were positive in-quarter for the second consecutive quarter.
- On February 10, 2023, Putnam launched the Putnam Sustainable Retirement Funds, a target-date series for the retirement savings marketplace. The suite invests in actively managed sustainable and environmental, social and governance (ESG)-focused exchange-traded funds (ETFs).
- Putnam continues to sustain strong investment performance relative to its peers. As of March 31, 2023, approximately 76% and 81% of fund assets performed at levels above the Lipper median on a three-year and five-year basis, respectively. In addition, 45% and 68% of fund assets were in the Lipper top quartile on a three-year and five-year basis, respectively. Putnam has 35 funds currently rated 4 or 5 stars by Morningstar Ratings.
- Putnam continues to sustain strong investment performance across asset classes. Putnam ranked 2<sup>nd</sup> (out of 47), 3<sup>rd</sup> (out of 49) and 9<sup>th</sup> (out of 49) for the ten-year, five-year and one-year performance, respectively, in the 2022 Barron's Annual Best Fund Families rankings, which were released in the first quarter of 2023. Putnam is the only firm to rank in the top 10 in all three time periods. Putnam also ranked 4<sup>th</sup> and 5<sup>th</sup> in the Taxable Bond and U.S. Equity categories, respectively.

**SELECTED FINANCIAL INFORMATION - UNITED STATES**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>			
Empower Defined Contribution	\$ 224	\$ 183	\$ 142
Empower Personal Wealth	27	40	10
Asset Management	(27)	(22)	(2)
Corporate	(24)	(11)	(6)
<b>Base earnings (loss)</b>	<b>\$ 200</b>	<b>\$ 190</b>	<b>\$ 144</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ (5)	\$ —	\$ —
Restructuring and integration costs	(19)	(32)	(12)
Transaction costs related to acquisitions	—	—	(1)
Amortization of acquisition-related finite life intangibles	(25)	(16)	(19)
<b>Net earnings - common shareholders</b>	<b>\$ 151</b>	<b>\$ 142</b>	<b>\$ 112</b>
<b>Net flows<sup>2</sup></b>	<b>\$ 11,247</b>	<b>\$ 6,233</b>	<b>\$ 34,995</b>
<b>Fee and other income</b>	<b>1,130</b>	<b>1,144</b>	<b>947</b>
<b>Base earnings (loss) (US\$)<sup>1</sup></b>	<b>\$ 149</b>	<b>\$ 141</b>	<b>\$ 112</b>
<b>Items excluded from base earnings (US\$)</b>			
Market experience gains and losses <sup>2</sup>	\$ (3)	\$ —	\$ —
Restructuring and integration costs	(14)	(23)	(9)
Transaction costs related to acquisitions	—	—	(1)
Amortization of acquisition-related finite life intangibles	(18)	(13)	(15)
<b>Net earnings - common shareholders (US\$)</b>	<b>\$ 114</b>	<b>\$ 105</b>	<b>\$ 87</b>
<b>Net flows (US\$)<sup>2</sup></b>	<b>\$ 8,331</b>	<b>\$ 4,583</b>	<b>\$ 27,555</b>
<b>Fee and other income (US\$)</b>	<b>837</b>	<b>842</b>	<b>745</b>
<b>Total assets (US\$)</b>	<b>\$ 224,773</b>	<b>\$ 219,408</b>	
Other assets under administration <sup>2</sup>	212,995	205,287	
<b>Total assets under management<sup>1</sup></b>	<b>437,768</b>	<b>424,695</b>	
Other assets under administration <sup>2</sup>	1,123,756	1,056,914	
<b>Total assets under administration (US\$)<sup>1</sup></b>	<b>\$ 1,561,524</b>	<b>\$ 1,481,609</b>	
<b>Total assets under administration (C\$)<sup>1</sup></b>	<b>\$ 2,108,057</b>	<b>\$ 2,000,173</b>	

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

Note: The United States segment does not have a material contractual service margin (CSM) balance.

**Empower Additional Financial Information**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings<sup>1</sup></b>	\$ 251	\$ 223	\$ 152
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ (7)	\$ 9	\$ (3)
Restructuring and integration costs	(19)	(28)	(12)
Amortization of acquisition-related finite life intangibles	(23)	(14)	(18)
<b>Net earnings - common shareholders</b>	<u>\$ 202</u>	<u>\$ 190</u>	<u>\$ 119</u>
<b>Net flows<sup>2</sup></b>			
Empower Defined Contribution	\$ 9,334	\$ 4,964	\$ 34,681
Empower Personal Wealth	4,243	3,287	3,406
<b>Net flows<sup>2</sup></b>	<u>\$ 13,577</u>	<u>\$ 8,251</u>	<u>\$ 38,087</u>
<b>Fee and other income</b>			
Empower Defined Contribution	\$ 740	\$ 738	\$ 555
Empower Personal Wealth	119	112	96
<b>Fee and other income</b>	<u>\$ 859</u>	<u>\$ 850</u>	<u>\$ 651</u>
<b>Base earnings (US\$)<sup>1</sup></b>	\$ 186	\$ 165	\$ 119
<b>Items excluded from base earnings (US\$)</b>			
Market experience gains and losses <sup>2</sup>	\$ (5)	\$ 6	\$ (3)
Restructuring and integration costs	(14)	(20)	(9)
Amortization of finite life intangibles	(17)	(11)	(14)
<b>Net earnings - common shareholders (US\$)</b>	<u>\$ 150</u>	<u>\$ 140</u>	<u>\$ 93</u>
<b>Net flows (US\$)<sup>2</sup></b>			
Empower Defined Contribution	\$ 6,914	\$ 3,650	\$ 27,308
Empower Personal Wealth	3,143	2,417	2,682
<b>Net flows (US\$)<sup>2</sup></b>	<u>\$ 10,057</u>	<u>\$ 6,067</u>	<u>\$ 29,990</u>
<b>Fee and other income (US\$)</b>			
Empower Defined Contribution	\$ 548	\$ 543	\$ 437
Empower Personal Wealth	88	83	75
<b>Fee and other income (US\$)</b>	<u>\$ 636</u>	<u>\$ 626</u>	<u>\$ 512</u>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

**Base and net earnings**

In the first quarter of 2023, Empower's net earnings increased by US\$57 million to US\$150 million compared to the same quarter last year. Base earnings of US\$186 million increased by US\$67 million compared to the same quarter last year, primarily due to an increase of US\$51 million related to the Prudential acquisition, as well as higher contributions from investment experience and realized synergies from the MassMutual acquisition. These items were partially offset by lower fee income driven by lower average equity markets.



Items excluded from base earnings were negative US\$36 million compared to negative US\$26 million for the same quarter last year, primarily due to higher integration costs related to the Prudential acquisition, partially offset by the non-recurrence of integration costs related to the acquisition of Personal Capital incurred in the same quarter last year.

**Net flows**

In the first quarter of 2023, net flows were US\$10.1 billion compared to US\$30.0 billion for the same quarter last year. The decrease was primarily due to lower inflows in Defined Contribution driven by four large plan sales in the first quarter of 2022 contributing \$25.1 billion in assets compared to \$3.1 billion in large plan sales in the current quarter.

**Fee and other income**

Fee income is derived primarily from assets under management, assets under administration, shareholder servicing fees, administration and recordkeeping services, investment advisory services, investment management fees, performance fees, transfer agency and other service fees, as well as underwriting and distribution fees.

Fee and other income for the first quarter of 2023 of US\$636 million increased by US\$124 million compared to the same quarter last year. The increase was primarily due to Prudential related fee income of US\$142 million, partially offset the impact of lower average equity markets.

**Asset Management Operating Results**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Core base earnings (loss)<sup>1</sup></b>	\$ (24)	\$ 2	\$ 3
Non-core base earnings (loss) <sup>1</sup>	(3)	(24)	(5)
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ (27)</b>	<b>\$ (22)</b>	<b>\$ (2)</b>
<b>Items excluded from base earnings</b>			
Amortization of acquisition-related finite life intangibles	(2)	(2)	(1)
<b>Net earnings (loss)</b>	<b>\$ (29)</b>	<b>\$ (24)</b>	<b>\$ (3)</b>
<b>Sales<sup>2</sup></b>	<b>\$ 11,287</b>	<b>\$ 14,355</b>	<b>\$ 13,121</b>
<b>Fee income</b>			
Investment management fees	\$ 194	\$ 196	\$ 208
Performance fees	(3)	17	—
Service fees	35	36	36
Underwriting & distribution fees	45	45	52
<b>Fee income</b>	<b>\$ 271</b>	<b>\$ 294</b>	<b>\$ 296</b>
<b>Core base earnings (loss) (US\$)<sup>1</sup></b>	<b>\$ (18)</b>	<b>\$ 1</b>	<b>\$ 1</b>
Non-core base earnings (loss) (US\$) <sup>1</sup>	(2)	(17)	(2)
<b>Base earnings (loss) (US\$)<sup>1</sup></b>	<b>\$ (20)</b>	<b>\$ (16)</b>	<b>\$ (1)</b>
<b>Items excluded from base earnings (US\$)</b>			
Amortization of acquisition-related finite life intangibles (US\$)	(1)	(2)	(1)
<b>Net earnings (loss) (US\$)</b>	<b>\$ (21)</b>	<b>\$ (18)</b>	<b>\$ (2)</b>
<b>Sales (US\$)<sup>2</sup></b>	<b>\$ 8,361</b>	<b>\$ 10,555</b>	<b>\$ 10,331</b>
<b>Fee income (US\$)</b>			
Investment management fees	\$ 144	\$ 144	\$ 164
Performance fees	(2)	13	—
Service fees	26	26	28
Underwriting & distribution fees	33	33	41
<b>Fee income (US\$)</b>	<b>\$ 201</b>	<b>\$ 216</b>	<b>\$ 233</b>
<b>Core margin (pre-tax)<sup>3</sup></b>	<b>(8.9)%</b>	<b>1.2 %</b>	<b>0.3 %</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>3</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

**Base and net earnings**

The net loss for the first quarter of 2023 was US\$21 million compared to US\$2 million for the same period last year, primarily due to lower other-AUM based fee income, partially offset by higher net investment income and lower volume-driven expenses.

Items excluded from base earnings of negative US\$1 million were comparable to the same period last year.

**Sales**

Sales in the first quarter of 2023 decreased by US\$2.0 billion to US\$8.4 billion compared to the same quarter last year, primarily due to a decrease in institutional sales of US\$1.6 billion and a decrease in mutual fund sales of US\$0.4 billion.

**Fee income**

Fee income is derived primarily from investment management fees, performance fees, transfer agency and other service fees, as well as underwriting and distribution fees. Generally, fees are earned based on AUM and may depend on financial markets, the relative performance of Asset Management's investment products to benchmarks, the number of retail accounts and sales. Performance fees are generated on certain mutual funds and institutional portfolios and are generally based on a rolling 36-month performance period for mutual funds and a 12-month performance period for institutional portfolios. Performance fees on mutual funds are symmetric, and as a result, can be positive or negative.

Fee income for the first quarter of 2023 decreased by US\$32 million to US\$201 million compared to the same quarter last year. The decrease was primarily due to lower investment management fees and underwriting and distribution fees driven by lower other AUM as a result of lower equity and fixed income markets. The decrease in underwriting and distribution fees was mostly offset by lower distribution expenses.

**Other Assets Under Management (AUM) - Asset Management (US\$)<sup>1,2</sup>**

	<b>For the three months ended</b>		
	<b>Mar. 31 2023</b>	<b>Dec. 31 2022</b>	<b>Mar. 31 2022</b>
<b>Beginning other AUM</b>	<b>\$ 164,712</b>	<b>\$ 157,738</b>	<b>\$ 202,532</b>
Sales - Mutual funds and ETFs <sup>1</sup>	5,161	5,577	5,584
Redemptions - Mutual funds and ETFs	(5,584)	(7,203)	(7,312)
Net asset flows - Mutual funds and ETFs <sup>1</sup>	(423)	(1,626)	(1,728)
Sales - Institutional <sup>1</sup>	3,200	4,978	4,747
Redemptions - Institutional	(4,503)	(4,836)	(5,454)
Net asset flows - Institutional <sup>1</sup>	(1,303)	142	(707)
Net asset flows - Total <sup>1</sup>	(1,726)	(1,484)	(2,435)
Impact of market/performance	6,112	8,458	(7,769)
<b>Ending other AUM<sup>3</sup></b>	<b>\$ 169,098</b>	<b>\$ 164,712</b>	<b>\$ 192,328</b>
<b>Average other AUM<sup>1</sup></b>			
Mutual funds and ETFs	80,085	79,219	92,643
Institutional assets	88,241	85,771	101,195
<b>Total average other AUM<sup>1</sup></b>	<b>\$ 168,326</b>	<b>\$ 164,990</b>	<b>\$ 193,838</b>

<sup>1</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>2</sup> Other assets under management excluded US\$1,175 million at March 31, 2023 in assets for which Asset Management provides investment recommendations, but has no control over implementation of investment decisions and no trading authority, including model portfolios and model-only separately managed accounts, and Asset Management-designed custom indices that serve as the reference benchmark for third-party insurance investment products (US\$1,061 million at December 31, 2022 and US\$602 million at March 31, 2022).

<sup>3</sup> At March 31, 2023, ending other AUM included US\$23.0 billion of assets managed for other business units within the Lifeco group of companies (US\$22.1 billion at December 31, 2022 and US\$22.1 billion at March 31, 2022).

Average other AUM for the three months ended March 31, 2023 were US\$168.3 billion, a decrease of US\$25.5 billion or 13% compared to the same quarter last year, primarily due to the cumulative impact of lower equity and fixed income markets as well as net outflows. In-quarter institutional net asset outflows of US\$1.3 billion were US\$0.6 billion lower compared to the same quarter last year, while mutual fund net asset outflows of US\$0.4 billion were US\$1.3 billion higher. Fundamental equity inflows were positive during the quarter for the second consecutive quarter.

### United States Corporate Operating Results

U.S. Corporate consists of items not associated directly with or allocated to Empower and Asset Management, including the impact of certain non-continuing items related to the U.S. segment.

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ (24)</b>	<b>\$ (11)</b>	<b>\$ (6)</b>
<b>Items excluded from base earnings (loss)</b>			
Market experience gains and losses <sup>2</sup>	2	(9)	3
Transaction costs related to acquisitions	—	—	(1)
Restructuring and integration costs	—	(4)	—
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (22)</b>	<b>\$ (24)</b>	<b>\$ (4)</b>
<b>Base earnings (loss) (US\$)<sup>1</sup></b>	<b>\$ (17)</b>	<b>\$ (8)</b>	<b>\$ (6)</b>
<b>Items excluded from base earnings (loss) (US\$)</b>			
Market experience gains and losses <sup>2</sup>	2	(6)	3
Transaction costs related to acquisitions	—	—	(1)
Restructuring and integration costs	—	(3)	—
<b>Net earnings (loss) - common shareholders (US\$)</b>	<b>\$ (15)</b>	<b>\$ (17)</b>	<b>\$ (4)</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

### Base and net earnings

In the first quarter of 2023, the net loss was US\$15 million compared to a net loss of US\$4 million for the same quarter last year, primarily due to lower net investment income. Items excluded from base earnings of US\$2 million were comparable to the same quarter last year.

### EUROPE

The Europe segment is comprised of three distinct business units serving customers in the United Kingdom (U.K.), Ireland and Germany. The Company operates under the Canada Life brand in the U.K. and Germany and under the Irish Life brand in Ireland. The Europe business units align to Lifeco's Value Drivers and are included in the information below as follows:

- Workplace Solutions consists of group life and health insurance business in the U.K. and Ireland as well as group retirement and insurance brokerage services in Ireland.
- Individual Wealth & Asset Management consists of investments products (including life bonds, retirement drawdown and pension) offered in the U.K., pension, savings and investment products offered in Ireland and individual and group pensions in Germany.
- Insurance & Annuities consists of bulk and individual payout annuities offered in the U.K. and Ireland, equity release mortgages offered in the U.K., and individual insurance offered in Ireland and Germany.

**DEVELOPMENTS**

- During the first quarter of 2023, Irish Life combined its Irish brands: Invesco, Acumen and APT under a single wealth management umbrella. The new firm, Unio Financial Services Ltd., brings together three advisory firms into one firm with a common advisory and investment proposition for clients. The new company will provide expert advice for thousands of individuals who are currently either under-advised, or not being serviced at all on how to effectively manage their wealth. Underpinned by a market-leading digital platform, Unio will provide personalized client advice and investment solutions to a growing and underserved population.
- On March 3, 2023, Irish Life introduced a six-month delay to all withdrawal and switch requests from its Irish Property Modules Funds due to an increased level of policyholder encashment requests, providing additional time to secure property sales to fund encashments.
- During the first quarter of 2023, the U.K. launched MyStrength, a new application for Group Life & Health customers. This confidential service offers personalized support to improve your mental well-being. Customers also have access to a MyStrength guide, providing them with access to one-to-one support with activities recommended through the application.
- On March 23, 2023, Irish Life partnered with Yonder, a global benefits platform, to exclusively provide Pensions and Health Insurance to businesses through its easy-to-use platform and app. Irish Life will benefit from the additional digital channel to attract small and scaling companies.
- The U.K. office in Bristol received the SKA gold accreditation from the Royal Institute of Chartered Surveyors for its high environmental standards.
- Irish Life announced plans to redevelop its primary office building in Dublin. This redevelopment will complement plans to continue the strong growth experienced in recent years. It will also play a key role toward Irish Life's net-zero ambitions as Irish Life is seeking to achieve an A-rated building energy rating.

**SELECTED FINANCIAL INFORMATION - EUROPE**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>			
Workplace Solutions	\$ 58	\$ 41	\$ 69
Individual Wealth & Asset Management	31	55	49
Insurance & Annuities	97	163	57
Corporate	(8)	(3)	1
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ 178</b>	<b>\$ 256</b>	<b>\$ 176</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ (139)	\$ (262)	\$ 388
Assumption changes and management actions <sup>2</sup>	5	(7)	(11)
Transaction costs related to acquisitions	—	(5)	(6)
Amortization of acquisition-related finite life intangibles	(4)	(7)	(3)
<b>Net earnings (loss) - common shareholders</b>	<b>\$ 40</b>	<b>\$ (25)</b>	<b>\$ 544</b>
<b>Sales<sup>2</sup> - Insurance &amp; Annuities</b>			
Insurance	\$ 16	\$ 16	\$ 16
Annuities	330	481	660
Equity release mortgages	77	350	465
<b>Group Life &amp; Health net book premiums<sup>2</sup></b>	<b>\$ 2,230</b>	<b>\$ 2,125</b>	<b>\$ 2,128</b>
<b>Wealth and investment only net cash flows<sup>2</sup></b>			
Wealth	\$ 1,502	\$ 791	\$ 1,412
Investment Only	1,756	429	1,475
<b>Wealth and investment only net cash flows<sup>2</sup></b>	<b>\$ 3,258</b>	<b>\$ 1,220</b>	<b>\$ 2,887</b>
<b>Fee and other income</b>			
Workplace Solutions	\$ 59	\$ 49	\$ 63
Individual Wealth & Asset Management	115	108	115
Corporate	12	11	15
<b>Fee and other income</b>	<b>\$ 186</b>	<b>\$ 168</b>	<b>\$ 193</b>
<b>Total assets</b>	<b>\$ 182,867</b>	<b>\$ 176,781</b>	
Other assets under administration <sup>2</sup>	56,858	50,539	
<b>Total assets under management<sup>1</sup></b>	<b>239,725</b>	<b>227,320</b>	
Other assets under administration <sup>2,3</sup>	11,878	11,345	
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 251,603</b>	<b>\$ 238,665</b>	
<b>Contractual service margin</b>			
Individual Wealth & Asset Management	\$ 1,452	\$ 1,391	\$ 1,226
Insurance & Annuities - Non-Par	2,837	2,771	2,482
<b>Contractual service margin</b>	<b>\$ 4,289</b>	<b>\$ 4,162</b>	<b>\$ 3,708</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>3</sup> At March 31, 2023, other assets under administration excludes \$11.4 billion of assets managed for other business units within the Lifeco group of companies (\$10.8 billion at December 31, 2022 and \$10.3 billion at March 31, 2022).

### **Base and net earnings**

In the first quarter of 2023, the Europe segment's net earnings of \$40 million decreased by \$504 million compared to the same quarter last year. Base earnings of \$178 million increased by \$2 million compared to the same quarter last year, primarily due to favourable insurance and annuity results in the U.K. driven by a favourable reinsurance settlement gain as well as favourable impact of changes to certain tax estimates. These items were partially offset by less favourable insurance and annuity results in Ireland as a result of higher mortality claims experience.

Items excluded from base earnings for the first quarter of 2023 were negative \$138 million compared to positive \$368 million for the same quarter last year. The decrease was primarily due to Insurance & Annuities. Negative returns on non-fixed income assets and declining risk free interest rates in-quarter compared to positive contributions from higher than expected NFI asset returns and rising interest rates in the same quarter last year.

### **Sales**

Annuity sales for the first quarter of 2023 of \$330 million decreased by \$330 million compared to the same quarter last year, primarily due to lower bulk annuity sales in the U.K. Equity release mortgage sales for the first quarter of 2023 of \$77 million decreased by \$388 million compared to the same quarter last year, primarily due to the temporary suspension of equity release mortgage applications in the U.K. at the end of the third quarter of 2022.

### **Net book premiums**

Group Life & Health net book premiums for the first quarter of 2023 of \$2.2 billion increased by \$0.1 billion compared to the same quarter last year, primarily due to organic growth of in-force business as well as the impact of new business.

### **Wealth and investment only net cash flows**

In the first quarter of 2023, wealth and investment only net cash inflows were \$3.3 billion compared to net inflows of \$2.9 billion for the same quarter last year. The increase was primarily due to higher fund management inflows in Ireland.

### **Fee and other income**

Fee and other income for the first quarter of 2023 decreased by \$7 million to \$186 million compared to the same quarter last year due to lower group insurance fees in both the U.K. and Ireland.

### **Contractual service margin**

Contractual service margin at March 31, 2023 was \$4,289 million, an increase of \$127 million compared to December 31, 2022, primarily due to the impact of new insurance business, service experience, changes in assumptions exceeding the recognition of contractual service margin as well as the impact of currency movement.

## **CAPITAL AND RISK SOLUTIONS**

The Capital and Risk Solutions segment includes Lifeco's reinsurance business which operates primarily in the U.S., Barbados, Bermuda and Ireland, and includes an allocation of a portion of Lifeco's corporate results. Capital and Risk Solutions also includes the results for the segment's legacy international businesses.

At Lifeco, the Capital and Risk Solutions offerings are generally included as Insurance and Risk Solutions value driver. The segment's surplus earnings and an allocation of corporate capital are included in Corporate.

## **DEVELOPMENTS**

- The Capital and Risk Solutions segment continued to grow by providing tailored solutions to customers while increasing diversification within the portfolio. In the first quarter of 2023, the Capital and Risk Solutions segment expanded its international presence in targeted new markets, while continuing to focus on core markets and product expansion in Europe and the U.S.

**SELECTED FINANCIAL INFORMATION - CAPITAL AND RISK SOLUTIONS**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>			
Reinsurance	\$ 153	\$ 179	\$ 174
Corporate	4	2	(3)
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ 157</b>	<b>\$ 181</b>	<b>\$ 171</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	\$ 27	\$ (183)	\$ 68
Assumption changes and management actions <sup>2</sup>	—	5	(5)
<b>Net earnings - common shareholders</b>	<b>\$ 184</b>	<b>\$ 3</b>	<b>\$ 234</b>
<b>Total assets<sup>3</sup></b>	<b>\$ 9,240</b>	<b>\$ 8,975</b>	
<b>Contractual service margin</b>			
Reinsurance - Non-Par	\$ 1,762	\$ 1,796	\$ 1,646
Reinsurance - Par	24	25	22
<b>Contractual service margin</b>	<b>\$ 1,786</b>	<b>\$ 1,821</b>	<b>\$ 1,668</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>3</sup> The Capital and Risk Solutions segment does not have assets under management or other assets under administration.

**Base and net earnings**

In the first quarter of 2023, the Capital and Risk Solutions segment's net earnings of \$184 million decreased by \$50 million compared to the same quarter last year. Base earnings of \$157 million decreased by \$14 million compared to the same quarter last year, primarily due to unfavourable mortality experience in the U.S. life business. The decrease was partially offset by growth in the structured business and improved property catastrophe product margins.

Items excluded from base earnings were positive \$27 million compared to positive \$63 million for the same quarter last year driven by lower than expected net investment results as a result of declining interest rates in 2023 compared to rising interest rates in the same period in 2022 and inflation impacts.

**Contractual service margin**

Contractual service margin at March 31, 2023 was \$1,786 million, a decrease of \$35 million compared to December 31, 2022, primarily due to run-off and unfavourable experience exceeding new business impacts as well as the impact of currency movement.



**LIFECO CORPORATE OPERATING RESULTS**

The Lifeco Corporate segment includes operating results for activities of Lifeco that are not associated with the major business units of the Company.

**SELECTED FINANCIAL INFORMATION - LIFECO CORPORATE**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ (5)</b>	<b>\$ (18)</b>	<b>\$ (3)</b>
<b>Items excluded from base earnings</b>			
Market experience gains and losses <sup>2</sup>	(8)	(2)	4
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (13)</b>	<b>\$ (20)</b>	<b>\$ 1</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

In the first quarter of 2023, Lifeco Corporate had a net loss of \$13 million compared to net earnings of \$1 million for the same period last year. Base loss of \$5 million increased by \$2 million compared to the same quarter last year, primarily due to lower net investment income.

Items excluded from base earnings for the first quarter of 2023 were negative \$8 million compared to positive \$4 million for the same quarter last year, primarily due to market experience losses.

**CONSOLIDATED FINANCIAL POSITION**

**ASSETS**

**Assets under administration<sup>1</sup>**

As at March 31, 2023

	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 87,553	\$ 90,716	\$ 39,142	\$ 8,787	\$ 226,198
Goodwill and intangible assets	5,801	7,939	3,106	—	16,846
Insurance contract assets	406	235	345	172	1,158
Reinsurance contract held assets	1,242	12,464	3,794	101	17,601
Other assets	3,874	17,465	3,385	180	24,904
Investments on account of segregated fund policyholders	97,426	174,625	133,095	—	405,146
<b>Total assets</b>	<b>196,302</b>	<b>303,444</b>	<b>182,867</b>	<b>9,240</b>	<b>691,853</b>
Other assets under management <sup>2</sup>	3,960	287,543	56,858	—	348,361
<b>Total assets under management<sup>1</sup></b>	<b>200,262</b>	<b>590,987</b>	<b>239,725</b>	<b>9,240</b>	<b>1,040,214</b>
Other assets under administration <sup>2</sup>	26,989	1,517,070	11,878	—	1,555,937
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 227,251</b>	<b>\$ 2,108,057</b>	<b>\$ 251,603</b>	<b>\$ 9,240</b>	<b>\$ 2,596,151</b>

As at December 31, 2022 (Restated)

	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 85,343	\$ 90,655	\$ 38,652	\$ 8,573	\$ 223,223
Goodwill and intangible assets	5,789	7,973	3,079	—	16,841
Insurance contract assets	408	245	322	165	1,140
Reinsurance contract held assets	1,211	12,624	3,639	97	17,571
Other assets	3,682	18,430	3,297	140	25,549
Investments on account of segregated fund policyholders	93,816	166,274	127,792	—	387,882
<b>Total assets</b>	<b>190,249</b>	<b>296,201</b>	<b>176,781</b>	<b>8,975</b>	<b>672,206</b>
Other assets under management <sup>2</sup>	4,057	277,138	50,539	—	331,734
<b>Total assets under management<sup>1</sup></b>	<b>194,306</b>	<b>573,339</b>	<b>227,320</b>	<b>8,975</b>	<b>1,003,940</b>
Other assets under administration <sup>2</sup>	26,344	1,426,834	11,345	—	1,464,523
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 220,650</b>	<b>\$ 2,000,173</b>	<b>\$ 238,665</b>	<b>\$ 8,975</b>	<b>\$ 2,468,463</b>

<sup>1</sup> This metric is a non-GAAP financial measure. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

<sup>2</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

Total assets under administration (AUA) at March 31, 2023 increased by \$127.7 billion to \$2.6 trillion compared to December 31, 2022, primarily due to market movement, new business growth as well as the impact of currency movement.

**INVESTED ASSETS**

The Company manages its general fund assets to support the cash flow, liquidity and profitability requirements of the Company's insurance and investment products. The Company's investment policies are designed to be prudent and conservative, so that assets are not unduly exposed to concentration, credit or market risks. Within the framework of the Company's policies, the Company implements strategies and reviews and adjusts them on an ongoing basis considering liability cash flows and capital market conditions. The majority of investments of the general fund are in medium-term and long-term fixed-income investments, primarily bonds and mortgages, reflecting the characteristics of the Company's liabilities.

**Transition to IFRS 9**

The Company adopted IFRS 9, *Financial Instruments* (IFRS 9) to replace IAS 39, *Financial Instruments: Recognition and Measurement* (IAS 39) on its effective date of January 1, 2023. The Company elected to present comparative information for its financial assets as if the classification and measurement requirements of IFRS 9 had been applied in the comparative period (IFRS 9 overlay), as permitted by the amendment to IFRS 17 published by the IASB in December 2021. Differences in asset classification under IAS 39 at December 31, 2022 and IFRS 9 at January 1, 2023 are outlined below.

**Transition to IFRS 9**

	IAS 39	Classification	IFRS 9
<b>Financial Assets</b>			
<b>Bonds</b>			
	FVTPL (designated)		FVTPL (designated)
	FVTPL (classified)		FVTPL (mandatory)
	Available-for-Sale (AFS)		FVTPL (mandatory)
	AFS		FVOCI <sup>1</sup>
	Loans & Receivables (L&R)		FVTPL (designated)
	L&R		FVOCI <sup>1</sup>
<b>Mortgage loans</b>			
	FVTPL (designated)		FVTPL (mandatory)
	AFS		FVTPL (mandatory)
	L&R		FVTPL (designated)
	L&R		FVOCI <sup>1</sup>
	L&R		Amortized Cost <sup>1</sup>
<b>Stocks</b>			
	FVTPL (designated)		FVTPL (mandatory)
	AFS		FVTPL (mandatory)
	AFS, at cost		FVTPL (mandatory)

<sup>1</sup> Under IFRS 9, allowances for expected credit loss (ECL) are recognized on all financial assets, except for financial assets classified or designated as FVTPL and equity securities designated as FVOCI.

The transition from IAS 39 to IFRS 9 results in a significantly larger portion of the Company's bond and mortgage portfolios being measured at fair value under IFRS 9. Based on January 1, 2023 balances, the transition to IFRS 9 leads to 100% of the bond portfolio and 89% of the mortgage portfolio being measured at fair value, compared to 79% and 9%, respectively, under IAS 39 which is expected to result in greater net earnings volatility.

**Bond portfolio** – It is the Company's policy to acquire primarily investment grade bonds subject to prudent and well-defined investment policies. Modest investments in below investment grade rated securities may occur while not changing the overall discipline and conservative approach to the investment strategy. The total bond portfolio,

**Management's Discussion and Analysis**

including short-term investments, was \$158.3 billion or 70% of invested assets at March 31, 2023 compared to \$156.1 billion or 70% at December 31, 2022. The increase in the bond portfolio was primarily due an increase in fair values resulting from a decrease in bond yields across all geographies. The overall quality of the bond portfolio remained high, with 99% of the portfolio rated investment grade and 71% rated A or higher.

Bond credit ratings reflect bond rating agency activity up to March 31, 2023. Management continues to closely monitor bond rating agency activity and general market conditions.

**Bond portfolio quality**

	As at March 31, 2023		As at December 31, 2022 (Restated)	
	AAA	\$ 24,373	15 %	\$ 25,397
AA	32,333	21	31,614	20
A	55,274	35	53,864	35
BBB	44,578	28	43,482	28
BB or lower	1,694	1	1,734	1
<b>Total</b>	<b>\$ 158,252</b>	<b>100 %</b>	<b>\$ 156,091</b>	<b>100 %</b>

At March 31, 2023, non-investment grade bonds were \$1.7 billion or 1.1% of the bond portfolio compared to \$1.7 billion or 1.1% of the bond portfolio at December 31, 2022.

**Mortgage portfolio** – It is the Company's practice to acquire high quality commercial mortgages meeting strict underwriting standards and diversification criteria. The Company has a well-defined risk-rating system, which it uses in its underwriting and credit monitoring processes for commercial loans. Residential loans are originated by the Company's mortgage specialists in accordance with well-established underwriting standards and are well diversified across each geographic region, including specific diversification requirements for non-insured mortgages. Equity release mortgages are originated in the Europe segment following well-defined lending criteria and held in the Canada, Europe and Capital and Risk Solutions segments. Equity release mortgages are loans provided to people who want to continue living in their homes while accessing some of the underlying equity value in their homes. Loans are typically repaid when the borrower dies or moves into long-term care.

**Mortgage portfolio**

Mortgage loans by type	As at March 31, 2023			As at December 31, 2022 (Restated)	
	Insured <sup>1</sup>	Non-insured	Total	Total	
Single family residential	\$ 383	\$ 1,322	\$ 1,705	5 %	\$ 1,738 5 %
Multi-family residential	2,560	7,001	9,561	25	9,628 26
Equity release	—	3,654	3,654	10	3,371 9
Commercial	—	22,723	22,723	60	22,460 60
<b>Total</b>	<b>\$ 2,943</b>	<b>\$ 34,700</b>	<b>\$ 37,643</b>	<b>100 %</b>	<b>\$ 37,197 100 %</b>

<sup>1</sup> Insured mortgages include mortgages where insurance is provided by a third party and protects the Company in the event that the borrower is unable to fulfill their mortgage obligations.

The total mortgage portfolio was \$37.6 billion or 17% of invested assets at March 31, 2023, compared to \$37.2 billion or 17% of invested assets at December 31, 2022. The increase in the mortgage portfolio was primarily due to originations of commercial and equity release mortgages. At March 31, 2023, total insured loans were \$2.9 billion or 8% of the mortgage portfolio, compared to \$3.0 billion or 8% at December 31, 2022.

**DERIVATIVE FINANCIAL INSTRUMENTS**

During the first quarter of 2023, there were no major changes to the Company's policies and procedures with respect to the use of derivative financial instruments. The Company's derivative transactions are generally governed by the International Swaps and Derivatives Association, Inc. (ISDA) Master Agreement, which provide for legally enforceable set-off and close-out netting of exposure to specific counterparties in the event of an early termination of a transaction, which includes, but is not limited to, events of default and bankruptcy. In the event of an early termination, the Company is permitted to set off receivables from a counterparty against payables to the same counterparty, in the same legal entity, arising out of all included transactions. The Company's ISDA Master Agreement may include Credit Support Annex provisions, which require both the pledging and accepting of collateral in connection with its derivative transactions.

At March 31, 2023, total financial collateral, including initial margin and overcollateralization, received on derivative assets was \$1,283 million (\$1,348 million at December 31, 2022) and pledged on derivative liabilities was \$761 million (\$754 million at December 31, 2022). Collateral received on derivatives assets decreased and collateral pledged on derivatives liabilities increased in 2023, primarily driven by the impact of the British pound and euro strengthening against the U.S. dollar on cross-currency swaps that pay British pounds and euros and receive U.S. dollars.

During the three-month period ended March 31, 2023, the outstanding notional amount of derivative contracts increased by \$3.8 billion to \$50.4 billion, primarily due to regular hedging activities.

The Company's exposure to derivative counterparty credit risk, which reflects the current fair value of those instruments in a gain position, decreased to \$2,158 million at March 31, 2023 from \$2,314 million at December 31, 2022. The decrease was primarily driven by the impact of the British pound and euro strengthening against the U.S. dollar on cross-currency swaps that pay British pounds and euros and receive U.S. dollars. There were no changes to derivative counterparty ratings during the first quarter of 2023 and all had investment grade ratings as of March 31, 2023.

**LIABILITIES**

**Total liabilities**

	As at Mar 31, 2023	As at Dec. 31, 2022 (Restated)
Insurance contract liabilities	\$ 138,765	\$ 135,438
Reinsurance contract held liabilities	549	537
Investment contract liabilities	94,612	94,810
Other general fund liabilities	23,744	24,744
Insurance contracts on account of segregated fund policyholders	59,435	57,841
Investment contracts on account of segregated fund policyholders	345,711	330,041
<b>Total</b>	<b>\$ 662,816</b>	<b>\$ 643,411</b>

Total liabilities increased by \$19.4 billion to \$662.8 billion at March 31, 2023 from December 31, 2022.

Insurance contract liabilities increased by \$3.3 billion. The increase was primarily due to market movements, partially offset by normal business movements.

Investment contract liabilities decreased by \$0.2 billion. The decrease was primarily due to normal business movements.

Investment and insurance contracts on account of segregated fund policyholders increased by \$17.3 billion, primarily due to the combined impact of market value gains and investment income of \$15.7 billion, the impact of currency movement of \$2.0 billion and net deposits of \$0.9 billion, partially offset by the negative impact of non-controlling mutual fund interest of \$1.3 billion.

Insurance and investment contract liabilities represent the amounts that, together with estimated future premiums and investment income, will be sufficient to pay estimated future benefits, dividends and expenses on policies in-force. Insurance and investment contract liabilities are determined using generally accepted actuarial practices, according to standards established by the Canadian Institute of Actuaries. Also, refer to the "Summary of Critical Accounting Estimates" section of this document for further details.

#### **Insurance Contract Liabilities**

When significant insurance risk exists, the Company's products are classified at contract inception as insurance contract liabilities in accordance with IFRS 17, *Insurance Contracts* (IFRS 17). Significant insurance risk exists when the Company agrees to compensate policyholders or beneficiaries of the contract for specified uncertain future events that adversely affect the policyholder and whose amount and timing is unknown. Refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 and the "Risk Management" section of the Company's 2022 annual Management's Discussion and Analysis for a discussion of insurance risk.

Contracts with coverage periods of one year or less and those that are relatively stable and have low variability in fulfillment cashflows are measured under the more simplified premium allocation approach (PAA). Low variability in fulfillment cash flows indicates that no significant difference in measurement exists when compared to the general measurement model (GMM). All other contracts are measured under the GMM or for those with direct participating features, the variable fee approach (VFA). Refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for a discussion of IFRS 17 measurement models.

For contracts not measured under the PAA, the Company measures a group of insurance contracts as the total of the fulfillment cash flows, which comprise estimates of future cash flows, adjusted to reflect the time value of money and the associated financial risks, and a risk adjustment for non-financial risk; and the contractual service margin. Refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for a discussion of initial and subsequent measurement of insurance contract liabilities.

**Insurance contract liabilities and assets<sup>1</sup>**

As at March 31, 2023						
Insurance contracts not under PAA method						
	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	Contractual service margin	Total	Contracts under PAA method	Total net insurance contract liabilities
Canada	\$ 91,892	\$ 1,876	\$ 6,331	\$ 100,099	\$ 8,857	\$ 108,956
United States	18,017	153	635	18,805	—	18,805
Europe	37,412	1,112	4,290	42,814	3,586	46,400
Capital and Risk Solutions	1,687	2,097	1,787	5,571	258	5,829
<b>Total</b>	<b>\$ 149,008</b>	<b>\$ 5,238</b>	<b>\$ 13,043</b>	<b>\$ 167,289</b>	<b>\$ 12,701</b>	<b>\$ 179,990</b>

As at December 31, 2022						
Insurance contracts not under PAA method						
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Contractual service margin	Total	Contracts under PAA method	Total net insurance contract liabilities
Canada	\$ 89,107	\$ 1,824	\$ 6,518	\$ 97,449	\$ 8,689	\$ 106,138
United States	17,626	151	622	18,399	—	18,399
Europe	36,078	1,076	4,162	41,316	3,493	44,809
Capital and Risk Solutions	1,706	2,009	1,821	5,536	223	5,759
<b>Total</b>	<b>\$ 144,517</b>	<b>\$ 5,060</b>	<b>\$ 13,123</b>	<b>\$ 162,700</b>	<b>\$ 12,405</b>	<b>\$ 175,105</b>

<sup>1</sup> Insurance contract liabilities and assets presented in the above tables also include insurance contracts on account of segregated fund policyholders and reinsurance held assets and liabilities.

At March 31, 2023, total net insurance contract liabilities were \$180.0 billion, an increase of \$4.9 billion from December 31, 2022. The increase in net insurance contract liabilities was primarily due to market movements, partially offset by normal business movements.

**Contractual Service Margin (CSM)**

The CSM of a group of insurance contracts represents the unearned profit that the Company expects to recognize in the future as it provides services under those contracts. On initial recognition of a group of insurance contracts, if the total of the fulfilment cash flows, any derecognized assets for insurance acquisition cash flows and any cash flows arising at that date is a net inflow, then the group is classified as non-onerous. For non-onerous contracts, the CSM is measured as the equal and opposite amount of the net inflow, which results in no income or expenses arising on initial recognition.

If the total is a net outflow, then the group of insurance contracts is onerous. In this case, the net outflow is recognized as a loss in the current period. A loss component is created to depict any losses recognized in the current period, which determines the amounts that are subsequently recognized in future periods as reversals on onerous groups.

**Contractual service margin (CSM) continuity<sup>1</sup>**

	Non-Participating						Total
	Canada	United States	Europe	Capital and Risk Solutions	Non-Par	Par	
<b>CSM as at December 31, 2022</b>	\$ 3,142	\$ 329	\$ 4,162	\$ 1,796	\$ 9,429	\$ 3,694	\$ 13,123
Impact of new insurance business	39	—	56	10	105	27	132
CSM recognized for services provided	(110)	(12)	(83)	(38)	(243)	(39)	(282)
Interest on CSM at locked-in rates	10	—	11	9	30	—	30
<b>CSM movement excluding items below</b>	(61)	(12)	(16)	(19)	(108)	(12)	228
Insurance experience gains and losses, market-related impacts & changes in estimates	90	36	77	(36)	167	(214)	(47)
Currency impact	—	—	66	21	87	—	87
<b>Total CSM movement</b>	29	24	127	(34)	146	(226)	(80)
<b>CSM as at March 31, 2023</b>	<u>3,171</u>	<u>353</u>	<u>4,289</u>	<u>1,762</u>	<u>9,575</u>	<u>3,468</u>	<u>13,043</u>

<sup>1</sup> The CSM shown in the above table is presented net of reinsurance held and includes CSM attributed to insurance contract assets and insurance contract liabilities.

At March 31, 2023, total contractual service margin was \$13.0 billion, a decrease of \$80 million from December 31, 2022. The decrease in total contractual service margin was primarily due to a decrease in contractual service margin for participating products driven by movements in interest rates, partially offset by an increase in contractual service margin for non-participating products driven by impacts of financial risk on segregated fund products as well as the impact of currency movement.

**Segregated Fund and Variable Annuity Guarantees**

The Company offers retail segregated fund products, unitized with profits (UWP) products and variable annuity products that provide for certain guarantees tied to the market values of the investment funds.

Guaranteed minimum withdrawal benefit (GMWB) products offered by the Company in the U.S. and Germany, and previously offered in Canada and Ireland, provide the policyholder with a guaranteed minimum level of annual income for life. The Company has a hedging program in place to manage a portion of the market and interest rate risk associated with options embedded in its GMWB products. At March 31, 2023, the amount of GMWB product in-force in Canada, the U.S., Ireland and Germany was \$7,249 million (\$7,033 million at December 31, 2022).

**Segregated fund and variable annuity guarantee exposure**

	March 31, 2023				
	Market Value	Investment deficiency by benefit type			Total <sup>1</sup>
		Income	Maturity	Death	
Canada	\$ 33,357	\$ —	\$ 16	\$ 205	\$ 205
United States	24,288	513	—	9	522
Europe	11,006	21	—	1,326	1,326
Capital and Risk Solutions <sup>2</sup>	673	168	—	—	168
<b>Total</b>	<u>\$ 69,324</u>	<u>\$ 702</u>	<u>\$ 16</u>	<u>\$ 1,540</u>	<u>\$ 2,221</u>

<sup>1</sup> A policy can only receive a payout from one of the three trigger events (income election, maturity or death). Total deficiency measures the point-in-time exposure assuming the most costly trigger event for each policy occurred on March 31, 2023.

<sup>2</sup> Capital and Risk Solutions exposure is to markets in Canada and the U.S.



Investment deficiency at March 31, 2023 decreased by \$472 million to \$2,221 million compared to December 31, 2022, primarily due to an increase in market values. The investment deficiency measures the point-in-time exposure to a trigger event (i.e., income election, maturity or death) assuming it occurred on March 31, 2023 and does not include the impact of the Company's hedging program for GMWB products. The actual cost to the Company will depend on the trigger event having occurred and the market values at that time. The actual claims before tax associated with these guarantees were \$4 million in-quarter (\$2 million for the first quarter of 2022), with the majority arising in the Capital and Risk Solutions segment related to a legacy block of business.

### **LIFECO CAPITAL STRUCTURE**

In establishing the appropriate mix of capital required to support the operations of the Company and its subsidiaries, management utilizes a variety of debt, equity and other hybrid instruments considering both the short and long-term capital needs of the Company.

#### **Debentures and Other Debt Instruments**

At March 31, 2023, debentures and other debt instruments decreased by \$198 million to \$10,311 million compared to December 31, 2022.

Subsequent to the first quarter of 2023, on April 18, 2023, the Company repaid the principal amount of its maturing 2.5% €500 million senior bonds, together with accrued interest.

#### **Share Capital and Surplus**

Share capital outstanding at March 31, 2023 was \$10,024 million, which comprises \$5,804 million of common shares and \$2,720 million of preferred shares and \$1,500 million Limited Recourse Capital Notes (LRCN Series 1). Preferred shares included \$2,470 million of non-cumulative First Preferred Shares and \$250 million of non-cumulative 5-year rate reset First Preferred Shares.

The Company renewed its normal course issuer bid (NCIB) effective January 27, 2023 for one year to purchase and cancel up to 20,000,000 of its common shares at market prices in order to mitigate the dilutive effect of stock options granted under the Company's Stock Option Plan and for other capital management purposes. Effective March 1, 2023, the Company entered into an automatic share purchase plan (ASPP). The ASPP is intended to facilitate repurchases of common shares under the NCIB, including periods when the Company would ordinarily not be permitted to make purchases due to regulatory restrictions of self-imposed blackout periods. All purchases of common shares made under the ASPP are included in determining the number of common shares purchased under the NCIB. Any common shares purchased by the Corporation pursuant to the NCIB will be cancelled.

During the three months ended March 31, 2023, the Company repurchased and subsequently cancelled 629,900 common shares under the current NCIB at an average cost per share of \$35.55 (nil for the three months ended March 31, 2022 under the previous NCIB).

#### **IFRS 17 and IFRS 9 Transitional Impacts on Equity**

The Company adopted IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments* on their effective dates of January 1, 2023. The resulting changes in accounting policies from the adoption of these standards had an impact on the Company's opening equity balances.

The adoption of IFRS 17 and the IFRS 9 overlay resulted in an overall reduction to total assets of \$13.6 billion, total liabilities of \$10.2 billion, and total equity of \$3.4 billion on the transition balance sheet as at January 1, 2022.

Asset and liability reclassifications were driven by changes to the groupings of certain assets and liabilities. Significant reclassifications included \$8.3 billion of loans to policyholders, \$7.9 billion of funds held by ceding insurers, and \$1.9 billion of premiums in the course of collection reclassified to insurance contract liabilities. In addition, \$40.5 billion of insurance contract liabilities were reclassified to investment contract liabilities, and insurance contract assets of \$1.5 billion and reinsurance contract held liabilities of \$1.3 billion were established. The presentation of liabilities on account of segregated fund policyholders was separated between insurance and investment contract liabilities.

IFRS 9 adjustments primarily resulted in an increase to total assets of \$2.6 billion due to a change in designation of certain bonds and mortgages held at amortized cost under IAS 39 to FVTPL under IFRS 9.

IFRS 17 adjustments mainly resulted in an increase to insurance contract liabilities of \$6.8 billion, which is primarily the result of the establishment of CSM for in-force contracts of \$5.9 billion associated with the shareholders' account and \$2.6 billion associated with the participating account, partially offset by the transition of risk adjustments from IFRS 4 to IFRS 17 of \$2.0 billion. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital.

Total equity decreased by \$3.4 billion, split \$3.1 billion for the shareholders' account accumulated surplus, \$0.2 billion for the participating account surplus, and \$0.1 billion for accumulated other comprehensive income.

Shareholders' account accumulated surplus decreased by \$3.1 billion primarily due to the establishment of the CSM of \$6.3 billion and the adjustment for differences in the discount rate of \$1.9 billion, offset by increases due to the transition of risk adjustments from IFRS 4 to IFRS 17 of \$2.0 billion and the impact of the initial application of the IFRS 9 overlay of \$2.2 billion. All other impacts, including taxes, adjustments for non-attributable expenses and from reclassifications totaled an increase of \$0.9 billion.

The participating account surplus decrease of \$0.2 billion was due to the impact of the initial application of IFRS 17 of \$0.7 billion offset by the impact of the application of the IFRS 9 overlay of \$0.5 billion.

Accumulated other comprehensive income decreased by \$0.1 billion due to the impact of the application of the IFRS 9 overlay.

**LIQUIDITY AND CAPITAL MANAGEMENT AND ADEQUACY**

**LIQUIDITY**

Liquidity risk is assessed and mitigated through prudent product design and contract terms; and by maintaining a high quality, diversified investment portfolio with sufficient liquidity to meet policyholder and financing obligations under normal and stress conditions.

<b>Total Liquid Assets</b>	<b>As at March 31, 2023</b>		
	<b>On-balance sheet assets</b>	<b>Non-liquid/ Pledged</b>	<b>Net liquid assets</b>
<b>Cash, cash equivalents and short-term bonds</b>			
Cash and cash equivalents <sup>1</sup>	\$ 6,666	\$ 69	\$ 6,597
Short-term bonds <sup>2</sup>	4,135	—	4,135
<b>Sub-total</b>	<b>\$ 10,801</b>	<b>\$ 69</b>	<b>\$ 10,732</b>
<b>Other assets and marketable securities</b>			
Government bonds <sup>2</sup>	\$ 39,808	\$ 10,824	\$ 28,984
Corporate bonds <sup>2</sup>	114,309	54,066	60,243
Stocks <sup>1</sup>	15,309	3,152	12,157
Mortgage loans <sup>1</sup>	37,643	34,700	2,943
<b>Sub-total</b>	<b>\$ 207,069</b>	<b>\$ 102,742</b>	<b>\$ 104,327</b>
<b>Total</b>	<b>\$ 217,870</b>	<b>\$ 102,811</b>	<b>\$ 115,059</b>
	<b>As at December 31, 2022 (Restated)</b>		
	<b>On-balance sheet assets</b>	<b>Non-liquid/ Pledged</b>	<b>Net liquid assets</b>
<b>Cash, cash equivalents and short-term bonds</b>			
Cash and cash equivalents <sup>1</sup>	\$ 7,290	\$ 83	\$ 7,207
Short-term bonds <sup>2</sup>	4,241	30	4,211
<b>Sub-total</b>	<b>\$ 11,531</b>	<b>\$ 113</b>	<b>\$ 11,418</b>
<b>Other assets and marketable securities</b>			
Government bonds <sup>2</sup>	\$ 40,152	\$ 10,607	\$ 29,545
Corporate bonds <sup>2</sup>	111,698	52,969	58,729
Stocks <sup>1</sup>	14,301	2,921	11,380
Mortgage loans <sup>1</sup>	37,197	34,210	2,987
<b>Sub-total</b>	<b>\$ 203,348</b>	<b>\$ 100,707</b>	<b>\$ 102,641</b>
<b>Total</b>	<b>\$ 214,879</b>	<b>\$ 100,820</b>	<b>\$ 114,059</b>

<sup>1</sup> Refer to the consolidated balance sheet in the Company's December 31, 2023 annual consolidated financial statements for on-balance sheet amounts.

<sup>2</sup> Total short-term bonds, government bonds and corporate bonds as at March 31, 2023 was \$158.3 billion (\$156.1 billion at December 31, 2022). Refer to the consolidated balance sheet in the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for on-balance sheet bonds amounts.

The Company's liquidity requirements are largely self-funded, with short-term obligations being met by internal funds and maintaining levels of liquid investments adequate to meet anticipated liquidity needs. The Company holds cash, cash equivalents and short-term bonds at the Lifeco holding company level and with the Lifeco consolidated subsidiary companies. At March 31, 2023, the Company and its operating subsidiaries held liquid cash, cash equivalents and short-term bonds of \$10.7 billion (\$11.4 billion at December 31, 2022) and other liquid assets and marketable securities of \$104.3 billion (\$102.6 billion at December 31, 2022). Included in the cash, cash

equivalents and short-term bonds at March 31, 2023 was \$1.3 billion (\$1.0 billion at December 31, 2022) held at the Lifeco holding company level which includes cash at Great-West Lifeco U.S. LLC, the Company's U.S. holding company. In addition, the Company maintains committed lines of credit with Canadian chartered banks for potential unanticipated liquidity needs, if required.

The Company does not have a formal common shareholder dividend policy. The Company maintains a target dividend payout ratio range of 45% to 55% of base earnings that is considered in dividend decisions. Dividends on outstanding common shares of the Company are declared and paid at the sole discretion of the Board of Directors of the Company. The decision to declare a dividend on the common shares of the Company takes into account a variety of factors including the level of earnings, adequacy of capital and availability of cash resources.

As a holding company, the Company's ability to pay dividends and, in part, its ability to deploy capital is dependent upon the Company receiving dividends from its operating subsidiaries. The Company's operating subsidiaries are subject to regulation in a number of jurisdictions, each of which maintains its own regime for determining the amount of capital that must be held in connection with the different businesses carried on by the operating subsidiaries. The requirements imposed by the regulators in any jurisdiction may change from time to time, and thereby impact the ability of the operating subsidiaries to pay dividends to the Company.

**CASH FLOWS**

**Cash flows**

	<b>For the three months ended March 31</b>	
	<b>2023</b>	<b>2022 (Restated)</b>
<b>Cash flows relating to the following activities:</b>		
Earnings after-tax	\$ 601	\$ 1,522
Fair value changes and other	(1,635)	(82)
Operations	(1,034)	1,440
Financing	(752)	552
Investment	1,136	1,357
	(650)	3,349
Effects of changes in exchange rates on cash and cash equivalents	26	(167)
Increase (decrease) in cash and cash equivalents in the period	(624)	3,182
Cash and cash equivalents, beginning of period	7,290	6,075
<b>Cash and cash equivalents, end of period</b>	<b>\$ 6,666</b>	<b>\$ 9,257</b>

Total cash and cash equivalents as at March 31, 2023 of \$6,666 million decreased from December 31, 2022 balance of \$7,290 million and from March 31, 2022 balance of \$9,257 million. The principal source of funds for the Company on a consolidated basis is cash provided by operating activities, including insurance revenue, net investment income and fee income. These funds are used primarily to pay policy benefits, policyholder dividends and claims, as well as operating expenses and commissions. The operations category on the statement of cash flows also includes transfers and withdrawals by clients that are funded in part by the sale of assets for cash reflected in the investments category. Cash flows generated by operations are mainly invested to support future liability cash requirements. Cash flows related to financing activities include the issuance and repayment of capital instruments and associated dividends and interest payments.

**COMMITMENTS/CONTRACTUAL OBLIGATIONS**

Commitments/contractual obligations have not changed materially from December 31, 2022.

**CAPITAL MANAGEMENT AND ADEQUACY**

At the holding company level, the Company monitors the amount of consolidated capital available and the amounts deployed in its various operating subsidiaries. The amount of capital deployed in any particular company or country is dependent upon local regulatory requirements as well as the Company's internal assessment of capital requirements in the context of its operational risks and requirements and strategic plans. The Company's practice is to maintain the capitalization of its regulated operating subsidiaries at a level that will exceed the relevant minimum regulatory capital requirements in the jurisdictions in which they operate. The capitalization decisions of the Company and its operating subsidiaries also give consideration to the impact such actions may have on the opinions expressed by various credit rating agencies that provide financial strength and other ratings to the Company.

In Canada, OSFI has established a regulatory capital adequacy measurement for life insurance companies incorporated under the Insurance Companies Act (Canada) and their subsidiaries, known as the Life Insurance Capital Adequacy Test (LICAT). The LICAT Ratio is calculated in accordance with the 2023 OSFI Guideline - Life Insurance Capital Adequacy Test.

The LICAT Ratio compares the regulatory capital resources of a company to its required capital. The required capital is calibrated so that a life insurer can both withstand severe stress events and support the continuity of existing business. The LICAT guideline uses a risk-based approach for measuring specific life insurer risks and for aggregating the results to calculate the amount of a life insurer's capital requirements.

OSFI has established a Supervisory Target Total Ratio of 100% and a Supervisory Minimum Total Ratio of 90%. Lifeco's major Canadian operating subsidiary, Canada Life, is operating well above these supervisory ratios.

Canada Life's consolidated LICAT Ratio at March 31, 2023 was 127%. The LICAT Ratio does not take into account any impact from \$1.3 billion of liquidity at the Lifeco holding company level at March 31, 2023 (\$1.0 billion at December 31, 2022). Subsequent to the first quarter of 2023, on April 18, 2023, the Company repaid the principal amount of its maturing 2.5% \$740 million (€500 million) senior bonds, together with accrued interest.

The following provides a summary of the LICAT information and ratios for Canada Life:

**LICAT Ratio**

	<b>Mar. 31 2023</b>
Tier 1 Capital	\$ 18,523
Tier 2 Capital	5,225
Total Available Capital	23,748
Surplus Allowance & Eligible Deposits	5,322
<b>Total Capital Resources</b>	<b>\$ 29,070</b>
<b>Required Capital</b>	<b>\$ 22,926</b>
<b>Total Ratio (OSFI Supervisory Target = 100%)<sup>1</sup></b>	<b>127 %</b>

<sup>1</sup> Total Ratio (%) = (Total Capital Resources / Required Capital)

The LICAT Ratio increased by 7 points in the quarter from 120% at December 31, 2022 to 127% in March 31, 2023. The main driver of the increase was the transition to reporting based on the 2023 LICAT Guideline, as amended for reporting under IFRS 17. The LICAT ratio increased by approximately 10 points on transition. The LICAT ratio also increased from decreased capital requirements due to the final quarter of the phase in of the LICAT interest rate scenario shift in North America. These increases were partially offset by increases in capital requirements from business activity and the impact of earnings less dividends.

**LICAT Interest Rate Scenario Shift**

The LICAT interest rate risk capital requirements are based on the results of the most adverse of four scenarios. The determination of the most adverse scenario is dependent on government treasury rates and credit spreads, as well as the position of the Company's assets and liabilities. A change in the level and term structure of interest rates used can cause a shift in the interest rate scenario applied in the LICAT calculation. This results in a discontinuity where capital requirements can change materially. OSFI prescribes a smoothing calculation to address potential volatility in the interest rate risk capital requirement for participating insurance products. The smoothing calculation averages the participating interest rate risk requirements over the trailing six quarters, thereby reducing unwarranted volatility.

The Company last experienced a shift in the interest rate scenario in North America during the fourth quarter of 2021. As a result of the scenario change, a smoothing of the impact of reduced requirements for participating interest rate risk has concluded this quarter.

**LICAT Sensitivities**

Caution Related to Sensitivities

This section includes estimates of Canada Life consolidated LICAT Ratio sensitivities for certain risks. Actual results can differ significantly from these estimates for a variety of reasons including:

- Assessment of the circumstances that led to the scenario may lead to changes in (re)investment approaches and interest rate scenarios considered;
- Changes in actuarial, investment return and future investment activity assumptions;
- Actual experience differing from the assumptions;
- Changes in business mix, effective income tax rates and other market factors;
- Interactions among these factors and assumptions when more than one changes; and
- The general limitations of the Company's internal models.

For these reasons, the sensitivities should be viewed as directional estimates only of the underlying sensitivities for the respective factors. Given the nature of these calculations, the Company cannot provide assurance that the actual impact on the Canada Life consolidated LICAT Ratio will be as indicated.

LICAT sensitivities are rounded to the nearest full point and have been prepared on an IFRS 17 basis under the LICAT 2023 OSFI Guideline now in effect for the first quarter of 2023.

Publicly Traded Common Stocks

The following table sets out the estimated immediate impact to Canada Life's consolidated LICAT Ratio of certain instantaneous changes in publicly traded common stock values as at March 31, 2023. These sensitivity estimates assume instantaneous shocks. The sensitivity estimates relate to publicly traded common stocks and do not cover other non-fixed income assets. These estimates are illustrative as actual equity exposures may vary due to active management of the public stock portfolios.

Immediate change in publicly traded common stock values	March 31, 2023			
	20% increase	10% increase	10% decrease	20% decrease
Potential change to LICAT Ratio	0 point	0 point	0 point	(2 points)

Interest Rates

Canada Life's consolidated LICAT Ratio will generally decrease in an environment of rising interest rates and benefit from declining rates. Higher interest rates will decrease the value of the Company's surplus assets and the value of the provision for non-financial risk included in the Surplus Allowance. These reductions will be partially offset by increased earnings that result from higher interest rates. While the value of capital resources reduce as interest rates rise, the LICAT Guideline uses static interest rates for the calculation of insurance risk capital requirements, and hence these capital requirements do not change with interest rate movements. This means that while rising interest rates are generally favourable for the Company, they will lead to a decrease in the calculated LICAT ratio.

The sensitivity estimates shown here are illustrative. The impacts shown are based on a parallel shift in the interest rate yield curve across all geographies. Actual movement in credit spreads or government treasury rates may produce different movements in Canada Life's consolidated LICAT Ratio. Sensitivity to interest rates is dependent on many factors and may result in non-linear impacts to the LICAT Ratio. These sensitivities do not include a change in the ultimate interest rate or the impact of a LICAT interest rate risk scenario shift.

**Immediate parallel shift in yield curve**

	March 31, 2023	
	50 bps increase	50 bps decrease
	Potential change to LICAT Ratio	< 1 pt decrease

**OSFI Regulatory Capital Initiatives**

OSFI is developing a new approach, planned to be implemented in 2025, to determine capital requirements for Segregated Fund Guarantee Risk. The Company will continue to participate in future public consultations relating to these developments.

**RETURN ON EQUITY (ROE)<sup>1</sup>**

	Mar. 31	Dec. 31
	2023	2022 (Restated)
<b>Base Return on Equity<sup>2</sup></b>		
Canada	18.4 %	17.3 %
Empower	14.0 %	12.8 %
Putnam	(4.3)%	(2.8)%
Europe	17.8 %	17.3 %
Capital and Risk Solutions	37.0 %	42.9 %
<b>Total Lifeco Base Earnings Basis<sup>2</sup></b>	<b>15.8 %</b>	15.7 %
	Mar. 31	Dec. 31
	2023	2022 (Restated)
<b>Return on Equity<sup>1</sup></b>		
Canada	18.4 %	21.2 %
Empower	9.2 %	8.3 %
Putnam	(4.7)%	(3.1)%
Europe	14.7 %	24.6 %
Capital and Risk Solutions	31.2 %	38.9 %
<b>Total Lifeco Net Earnings Basis<sup>1</sup></b>	<b>13.4 %</b>	17.2 %

<sup>1</sup> Refer to the "Glossary" section of this document for additional details on the composition of this measure.

<sup>2</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

The Company has a capital allocation methodology, which allocates financing costs in proportion to allocated capital. For the Canada, Europe and Capital and Risk Solutions segments (essentially Canada Life), this allocation method generally tracks the regulatory capital requirements, while for Empower and Putnam, it tracks the financial statement carrying value of the business units. Total leverage capital is consistently allocated across all business units in proportion to total capital resulting in a debt-to-equity ratio in each business unit consistent with the consolidated Company.

**RATINGS**

Lifeco maintains ratings from five independent ratings companies. Credit ratings<sup>5</sup> are intended to provide investors with an independent measure of the credit quality of a corporation and securities of a corporation and are indicators of the likelihood of payment and the capacity of a corporation to meet its obligations in accordance with the terms of each obligation.

In the first quarter of 2023, the existing credit ratings for Lifeco and its major operating subsidiaries were unchanged<sup>1</sup>. The Company continued to receive strong ratings relative to its North American peer group resulting from its conservative risk profile, stable net earnings and strong capitalization.

Lifeco's operating companies are assigned a group rating from each rating agency. This group rating is predominantly supported by the Company's leading position in the Canadian insurance market and competitive positions in the U.S. and European markets. Each of Lifeco's operating companies benefits from the strong implicit financial support and collective ownership by Lifeco. There were no changes to the Company's group credit ratings in the first quarter of 2023.

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

**RISK MANAGEMENT AND CONTROL PRACTICES**

The Company's Enterprise Risk Management (ERM) Framework facilitates the alignment of business strategy with risk appetite, informs and improves the deployment of capital; and supports the identification, mitigation and management of exposure to potential losses and risk. The Company's Risk Function is responsible for developing and maintaining the Risk Appetite Framework (RAF), the supporting risk policies and risk limit structure, and provides independent risk oversight across the Company's operations. The Board of Directors is ultimately accountable and responsible for the Company's risk governance and associated risk policies. These include the ERM Policy, which establishes the guiding principles of risk management, and the RAF, which reflects the levels and types of risk that the Company is willing to accept to achieve its business objectives.

During the first quarter of 2023, there were no significant changes to the Company's risk management and control practices. Refer to the Company's 2022 Annual MD&A for a detailed description of the Company's risk management and control practices.

<sup>5</sup> These ratings are not a recommendation to buy, sell or hold the securities of the Company or its subsidiaries and do not address market price or other factors that might determine suitability of a specific security for a particular investor. The ratings also may not reflect the potential impact of all risks on the value of securities and are subject to revision or withdrawal at any time by the rating agency.



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**ACCOUNTING POLICIES**

**SUMMARY OF CRITICAL ACCOUNTING ESTIMATES**

The preparation of financial statements in accordance with IFRS requires management to make estimates, judgments and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities at the reporting date, and the reported amounts of revenue and expenses during the reporting period. The results of the Company reflect management's judgments regarding the impact of prevailing market conditions related to global credit, equities, investment properties and foreign exchange and prevailing health and mortality experience. The fair value of portfolio investments, the valuation of goodwill and other intangible assets, the valuation of insurance contract liabilities and the recoverability of deferred tax asset carrying values reflect management's judgement based on current expectations but could be impacted in the future depending on current market developments.

Updated significant accounting estimates reflecting the implementation of IFRS 17 and IFRS 9 are referenced below. For additional detail, refer to the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 and the Company's 2022 annual MD&A which was prepared in accordance with IFRS 4 and IAS 39.

***Fair Value Measurement***

Under IFRS 9, a financial asset is measured at fair value on initial recognition and is classified and subsequently measured as fair value through profit or loss (FVTPL), fair value through other comprehensive income (FVOCI), or amortized cost based upon the Company's business model for managing its assets and the contractual cash flow characteristics of the asset.

The Company's business models are determined at the level that reflects how its groups of financial assets are managed together to achieve business objectives.

Refer to note 7 in the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023 for disclosure of the Company's financial instruments fair value measurement by hierarchy level as at March 31, 2023.

The following is a description of the methodologies used to value instruments carried at fair value:

***Bonds - FVTPL and FVOCI***

Fair values for bonds measured as FVTPL or FVOCI are determined with reference to quoted market bid prices primarily provided by third-party independent pricing sources. Where prices are not quoted in an active market, fair values are determined by valuation models. The Company maximizes the use of observable inputs when measuring fair value. The Company obtains quoted prices in active markets, when available, for identical assets at the balance sheet date to measure bonds at fair value in its FVTPL and FVOCI portfolios.

The Company estimates the fair value of bonds not traded in active markets by referring to actively traded securities with similar attributes, dealer quotations, matrix pricing methodology, discounted cash flow analyses and/or internal valuation models. This methodology considers such factors as the issuer's industry, the security's rating, term, coupon rate and position in the capital structure of the issuer, as well as, yield curves, credit curves, prepayment rates and other relevant factors. For bonds that are not traded in active markets, valuations are adjusted to reflect illiquidity, and such adjustments generally are based on available market evidence. In the absence of such evidence, management's best estimate is used.

***Mortgages - FVTPL and FVOCI***

There are no market observable prices for mortgages; therefore fair values for mortgages are determined by discounting expected future cash flows using current market rates for similar instruments. Valuation inputs typically include benchmark yields and risk-adjusted spreads based on current lending activities and market activity.

***Equity Release Mortgages - FVTPL***

There are no market observable prices for equity release mortgages; therefore an internal valuation model is used discounting expected future cash flows and includes consideration of the embedded no-negative equity guarantee. Inputs to the model include market observable inputs such as benchmark yields and risk-adjusted spreads. Non-market observable inputs include property growth and volatility rates, expected rates of voluntary redemptions, death, moving to long term care and interest cessation assumptions and the value of the no negative equity guarantee.

***Stocks - FVTPL***

Fair values for stocks traded on an active market are generally determined by the last bid price for the security from the exchange where it is principally traded. Fair values for stocks for which there is no active market are typically based upon alternative valuation techniques such as discounted cash flow analysis, review of price movement relative to the market and utilization of information provided by the underlying investment manager. The Company maximizes the use of observable inputs when measuring fair value. The Company obtains quoted prices in active markets, when available, for identical assets at the balance sheet date to measure stocks at fair value in its fair value through profit or loss portfolio.

***Hedge Accounting***

The Company elected to continue to apply the hedge accounting principles under IAS 39 instead of those under IFRS 9. Refer to note 2 in the Company's consolidated annual audited financial statements for the year ended December 31, 2022 for disclosure of the Company's policy for hedge accounting.

***Expected credit losses (ECL)***

Under IFRS 9, expected credit loss (ECL) allowances are recognized on all financial assets, except for financial assets classified or designated as FVTPL and equity securities designated as FVOCI. The ECL model under IFRS 9 replaces the incurred loss model under IAS 39.

The Company measures loss allowances at either a 12-month ECL or lifetime ECL. A 12-month ECL results from any default events that could potentially occur within the 12 months following the reporting date. A 12-month ECL is calculated for financial assets that are determined to have low credit risk or the credit risk has not increased significantly since initial recognition. A lifetime ECL results from all possible default events over the expected life of the financial asset, which is the maximum contractual period over which the Company is exposed to the credit risk. A lifetime ECL is recognized for financial assets that have experienced a significant increase in credit risk since initial recognition or when there is objective evidence of impairment.

The ECL allowance is based on a probability-weighted estimate of credit losses expected as a result of defaults over the relevant time period as prescribed under the ECL model. The measurement of ECL for a financial asset is based primarily on the exposure at default, the probability of default, and the loss given default. The measurement of ECL allowances requires the use of judgment and assumptions.

For performing financial assets, the ECL is calculated as the present value of all cash shortfalls which are the difference between cash flows due to the Company and the cash flows expected to be received. For financial assets that are impaired, the ECL is calculated as the difference between the carrying value of the asset and the present value of estimated future cash flows. Financial assets that are subject to ECL allowances are categorized into three stages:

Performing financial assets that have not experienced a significant increase in credit risk since initial recognition or have low credit risk are categorized into stage 1. A 12-month ECL allowance is calculated for stage 1 financial assets.

Performing financial assets that have experienced a significant increase in credit risk since initial recognition are categorized into stage 2. A lifetime ECL allowance is calculated for stage 2 financial assets.

Impaired financial assets are categorized into stage 3 and require a lifetime ECL allowance.

***Insurance, reinsurance held and investment contract liabilities***

In the computation of insurance contract liabilities, valuation assumptions have been made regarding rates of mortality/morbidity, investment returns, levels of operating expenses, rates of policy termination and rates of utilization of elective policy options or provisions. The valuation assumptions use best estimates of future experience together with a risk adjustment for non-financial risk. This risk adjustment for non-financial risk is necessary to provide for possibilities of mis-estimation and/or future deterioration in the best-estimate assumptions and provide reasonable assurance that insurance contract liabilities cover a range of possible outcomes. Risk adjustments for non-financial risk are reviewed periodically for continued appropriateness.

The Company measures the estimates of the present value of future cash flows for reinsurance held using assumptions that are consistent with those used to measure the estimates of the present value of future cash flows for the underlying insurance contracts, with an adjustment for any risk of non-performance by the reinsurer.

Investment contract liabilities are measured at fair value determined using discount rates derived from a reference portfolio or stochastic modeling at end of the reporting period. The Company's main valuation techniques incorporate all factors that market participants would consider and make maximum use of observable market data.

The methods for arriving at these valuation assumptions are outlined below:

Updated Annual Assumptions and Sensitivities Disclosures

The assumptions and sensitivities below have historically been updated in the Company's Annual MD&A. However, with the adoption of IFRS 17 and IFRS 9, the sensitivities as at December 31, 2022 have been restated to include the impact on the Company's net earnings and CSM balances. These assumptions and sensitivities will be included in all 2023 interim MD&As as shown below and will be updated in the Company's 2023 Annual MD&A.

***Mortality*** – A life insurance mortality study is carried out regularly for each major block of insurance business. The results of each study are used to update the Company's experience valuation mortality tables for that business. Annuitant mortality is also studied regularly, and the results are used to modify established annuitant mortality tables. When there is insufficient data, use is made of the latest industry experience to derive an appropriate valuation mortality assumption. Improvement scales for life insurance and annuitant mortality are updated periodically based on population and industry studies, product specific considerations, as well as professional guidance. In addition, appropriate provisions are made for future mortality deterioration on term insurance.

- A 2% increase in the best estimate life insurance mortality assumption would cause an increase in net earnings of approximately \$25 million and a decrease in contractual service margin of approximately \$325 million as at December 31, 2022.
- A 2% decrease in the best estimate annuitant assumption would cause an increase in net earnings of approximately \$200 million and a decrease in contractual service margin of approximately \$650 million as at December 31, 2022.

***Morbidity*** – The Company uses industry developed experience tables modified to reflect emerging Company experience. Both claim incidence and termination are monitored regularly, and emerging experience is factored into the current valuation. For products for which morbidity is a significant assumption, a 5% decrease in best estimate termination assumptions for claim liabilities and a 5% increase in best-estimate incidence assumptions for active life liabilities would cause a decrease in net earnings of approximately \$100 million and a decrease in contractual service margin of approximately \$125 million as at December 31, 2022.

***Expenses*** – Expenses for certain items, such as sales commissions and policy taxes and fees are either contractual or specified by law, and so they are only reflected on a best estimate basis in the liability. Operating expenses, such as policy and claims administration as well as overhead, are more variable. The Company produces expense studies for operating expenses regularly to determine an appropriate estimate of future operating expenses for the liability type being valued. An inflation assumption is incorporated in the estimate of future operating expenses held within the liability.

- A 5% increase in the best estimate per policy expense assumptions would cause a negligible impact to net earnings and a decrease in contractual service margin of approximately \$175 million as at December 31, 2022.

**Policy termination** – Studies to determine rates of policy termination are updated regularly to form the basis of this estimate. Industry data is also available and is useful where the Company has no experience with specific types of policies or its exposure is limited. The Company's most significant exposures are in respect of the T-100 and Level Cost of Insurance Universal Life products in Canada and policy renewal rates at the end of the term for renewable term policies in Canada and Capital and Risk Solutions. Industry experience has guided the Company's assumptions for these products as its own experience is very limited.

- A 10% adverse change in the best-estimate policy termination and renewal assumptions would cause an increase in net earnings of approximately \$150 million and a decrease in contractual service margin of approximately \$1,100 million as at December 31, 2022.

**Property and casualty reinsurance** – Insurance contract liabilities for property and casualty reinsurance written by Capital and Risk Solutions are determined using accepted actuarial practices for property and casualty insurers in Canada. The insurance contract liabilities are based on cession statements provided by ceding companies. In addition, insurance contract liabilities also include an amount for incurred but not reported losses, which may differ significantly from the ultimate loss development. The estimates and underlying methodology are continually reviewed and updated and adjustments to estimates are reflected in net earnings. Capital and Risk Solutions analyzes the emergence of claims experience against expected assumptions for each reinsurance contract separately and at the portfolio level. If necessary, a more in depth analysis is undertaken of the cedant experience.

#### Updated Interim Disclosures

With the adoption of IFRS 17 and IFRS 9, the sensitivities below now include the impact on the Company's net earnings. These assumptions and sensitivities will be updated quarterly.

**Investment returns** – Interest rate risk is managed by investing in assets that are suitable for the products sold. The Company utilizes a formal process for managing the matching of assets and liabilities. This involves grouping general fund assets and liabilities into segments. Assets in each segment are managed in relation to the liabilities in the segment.

The impact to net earnings from changes in the interest rates would be largely offset by changes in the value of financial assets supporting the liabilities. However, differences in the interest rate sensitivity in the value of assets and the value of insurance and investment contract liabilities leads to a sensitivity to interest rate movements in net earnings under IFRS 17 and IFRS 9. The Company's asset liability management strategy uses equities and other non-fixed income assets as a component of general fund assets supporting liabilities, which leads to interest rate exposure in the net earnings. Further, the classification of financial assets under IFRS 9, for example, mortgage assets which are valued at amortized cost and held in the general fund assets supporting liabilities, also contributes to interest rate exposure in net earnings.

A way of measuring the interest rate risk is to determine the net effect on the value of assets relative to insurance and investment contract liabilities that impact the shareholders' net earnings of the Company from immediate change in interest rates, as illustrated below:

- The immediate effect of an immediate 50 basis points increase in interest rates would cause an increase in net earnings of approximately \$100 million as at March 31, 2023.
- The immediate effect of an immediate 50 basis points decrease in interest rates would cause a decrease in net earnings of approximately \$150 million as at March 31, 2023.

In addition to interest rates, the Company is also exposed to movements in equity markets.

Some insurance and investment contract liabilities with long-tail cash-flows are supported by publicly traded common stocks and investments in other non-fixed income assets, primarily comprised of investment properties, real estate funds, private stocks, and equity release mortgages. Net earnings will reflect changes in the values on non-fixed income assets. However, in most cases the value of the liabilities will not fluctuate with changes in the value of the non-fixed income assets.

The liabilities for other products such as segregated fund products with guarantees also fluctuate with equity values. Under current market conditions, there are no earnings impacts to the Company on segregated fund business that it does not hedge, as changes in the cost of guarantees are fully offset within the CSM. For segregated fund business that the Company hedges, there is a limited earnings impact with respect to the change in liability compared to the change in hedge assets.

The following shows the expected immediate impact of an immediate 10% or 20% increase or decrease in the value of publicly traded common stocks on the shareholders' net earnings of the Company.

- A 10% increase in publicly traded common stock values would be expected to cause an increase in net earnings of approximately \$100 million as at March 31, 2023.
- A 10% decrease in publicly traded common stock values would be expected to cause a decrease in net earnings of approximately \$125 million as at March 31, 2023.
- A 20% increase in publicly traded common stock values would be expected to cause an increase in net earnings of approximately \$200 million as at March 31, 2023.
- A 20% decrease in publicly traded common stock values would be expected to cause a decrease in net earnings of approximately \$250 million as at March 31, 2023.

The following provides information on the expected immediate impacts of an immediate 5% or 10% increase or decrease in the value of other non-fixed income assets on the shareholders' net earnings:

- A 5% increase in other non-fixed income asset values would be expected to cause an increase in net earnings of approximately \$200 million as at March 31, 2023.
- A 5% decrease in other non-fixed income asset values would be expected to cause a decrease in net earnings of approximately \$200 million as at March 31, 2023.
- A 10% increase in other non-fixed income asset values would be expected to cause an increase in net earnings of approximately \$400 million as at March 31, 2023.
- A 10% decrease in other non-fixed income asset values would be expected to cause a decrease in net earnings of approximately \$425 million as at March 31, 2023.

For a further description of the Company's sensitivity to equity market, interest rate and other fluctuations, refer to "Financial Instruments Risk Management" note 6 in the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023.

### ***Risk adjustment***

The risk adjustment for non-financial risk represents the compensation that the Company requires for bearing uncertainty in the amount and timing of insurance contract cash flows due to non-financial risk. The Company estimates the probability distribution of each non-financial risk and applies a diversification matrix to derive the confidence level of the risk adjustment. The Company has a target confidence level between the 85th to 90th percentile. Risk adjustment is calculated by applying a margin to the non-financial assumptions.

**Discount rates**

The Company measures time value of money using discount rates that are consistent with observable market prices and reflect the liquidity characteristics of the insurance contracts. They exclude the effect of factors that influence such observable market prices but do not affect the future cash flows of the insurance contracts (e.g., credit risk).

The Company applies the top-down approach for insurance contract liabilities with backing assets. Under this approach, discount rates are estimated by starting from the yield curve implied in a reference portfolio of assets that closely reflects the duration, currency, and liquidity characteristics of the insurance cash flows, and then excluding the effects of risks (e.g., credit risk) present in the cash flows from the financial instruments that are part of the reference portfolio, but not in the insurance contracts cash flows. The Company uses the fixed-income assets supporting the insurance contract liabilities as the reference portfolio to determine the discount rates, in the observable period, while the discount rates in the unobservable period are based on an ultimate investment rate. In situations where the fixed-income assets supporting the insurance contract liabilities do not appropriately reflect the illiquidity characteristics of the liability, an additional adjustment is made to the discount rate.

In cases where there are no backing assets, the Company applies the bottom-up approach to set the discount rate. This approach uses a risk-free rate, plus a spread to reflect the liquidity characteristics of the liability. Risk-free rates are determined by reference to highly liquid government securities in the currency of the insurance contract liability, and the spread is derived from an external benchmark.

The Company applies the following rates to discount cash flows by major currency:

As at March 31, 2023	Year 1		Year 5		Year 10		Year 15		Year 20	
	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
<b>Insurance Contracts Issued</b>										
CAD	5.8%	6.2%	4.1%	4.4%	4.7%	5.1%	5.3%	5.7%	5.1%	5.5%
USD	5.7%	5.9%	4.2%	4.3%	4.4%	4.6%	5.1%	5.2%	6.8%	7.0%
EUR	3.0%	4.6%	2.3%	3.9%	2.8%	4.4%	3.2%	4.8%	2.6%	4.2%
GBP	4.4%	6.1%	3.6%	5.3%	4.5%	6.2%	5.3%	7.0%	4.9%	6.6%
<b>Reinsurance Contracts Issued</b>										
CAD	4.6%	6.2%	2.9%	4.4%	3.5%	5.0%	4.1%	5.7%	3.9%	5.5%
USD	5.6%	6.3%	4.1%	4.8%	4.3%	5.0%	5.0%	5.6%	6.7%	7.4%
EUR	3.0%	4.6%	2.3%	3.9%	2.8%	4.4%	3.2%	4.8%	2.6%	4.2%
GBP	4.4%	5.8%	3.6%	5.0%	4.5%	5.8%	5.3%	6.6%	4.9%	6.2%

As at December 31, 2022	Year 1		Year 5		Year 10		Year 15		Year 20	
	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
	Insurance Contracts Issued									
CAD	6.0%	6.3%	4.4%	4.8%	5.0%	5.3%	5.2%	5.5%	5.0%	5.3%
USD	5.8%	6.0%	4.7%	4.9%	5.2%	5.3%	5.4%	5.5%	7.0%	7.2%
EUR	2.5%	4.1%	2.8%	4.4%	3.0%	4.6%	3.2%	4.8%	2.6%	4.2%
GBP	4.0%	5.6%	4.1%	5.7%	4.8%	6.4%	5.5%	7.0%	4.9%	6.4%
Reinsurance Contracts Issued										
CAD	4.9%	6.3%	3.3%	4.8%	3.8%	5.3%	4.0%	5.5%	3.9%	5.3%
USD	5.8%	6.4%	4.7%	5.3%	5.1%	5.7%	5.3%	5.9%	7.0%	7.6%
EUR	2.5%	4.2%	2.8%	4.5%	3.0%	4.7%	3.2%	4.9%	2.6%	4.3%
GBP	4.0%	5.3%	4.1%	5.4%	4.8%	6.1%	5.5%	6.7%	4.9%	6.1%

**EXPOSURES AND SENSITIVITIES**

**Insurance and Investment Contract Liabilities**

In determining the Company's insurance contract liabilities, valuation assumptions are made regarding rates of mortality/morbidity, investment returns, levels of operating expenses, rates of policy termination and rates of utilization of elective policy options or provisions. When the assumptions are revised to reflect emerging experience or change in outlook, the result is a change in the value of liabilities which in turn affects the Company's earnings.

The earnings and CSM sensitivities illustrated in the table below represent impacts as at December 31, 2022 under the Company's current accounting policies as at March 31, 2023, including accounting for insurance contracts under IFRS 17 and financial instruments under IFRS 9. A description of the methodologies used to calculate the Company's insurance risk sensitivities is included in the "Summary of Critical Accounting Estimates" section of this document. The Company's insurance risk sensitivities at March 31, 2023 have not changed significantly from the amounts disclosed in the table below.

**Non-Financial Exposures and Sensitivities**

	Increase (decrease) in net earnings		Increase (decrease) in CSM	
	Dec. 31 2022 (Restated)		Dec. 31 2022	
	2% Life mortality increase	\$	25	\$
2% Annuity mortality decrease		200		(650)
5% Morbidity adverse change		(100)		(125)
5% Expense increase		—		(175)
10% Adverse change in policy termination and renewal		150		(1,100)

**Management's Discussion and Analysis**

The following table illustrates the approximate impact to the Company's earnings that would arise as a result of changes to management's best estimate of certain assumptions. A description of the methodologies used to calculate the Company's financial risk sensitivities is included in the "Summary of Critical Accounting Estimates" section of this document. For changes in asset related assumptions, the sensitivity is shown net of the corresponding impact on earnings of the change in the value of the assets supporting liabilities.

**Financial Exposures and Sensitivities**

	<b>Increase (decrease) in net earnings</b>	
	<b>Mar. 31 2023</b>	<b>Dec. 31 2022 (Restated)</b>
Investment returns:		
Change in valuation curves (market yield curves)		
50 basis points increase	\$ 100	\$ 75
50 basis points decrease	\$ (150)	\$ (125)
Change in publicly traded common stock values		
20% increase	\$ 200	\$ 200
10% increase	\$ 100	\$ 100
10% decrease	\$ (125)	\$ (125)
20% decrease	\$ (250)	\$ (225)
Change in other non-fixed income asset values		
10% increase	\$ 400	\$ 400
5% increase	\$ 200	\$ 200
5% decrease	\$ (200)	\$ (200)
10% decrease	\$ (425)	\$ (425)

Refer to the "Accounting Policies - Summary of Critical Accounting Estimates" section of this document for additional information on earnings sensitivities.

**INTERNATIONAL FINANCIAL REPORTING STANDARDS**

Due to the evolving nature of IFRS, there are a number of IFRS changes impacting the Company in 2023, as well as standards that could impact the Company in future reporting periods. The Company actively monitors future IFRS changes proposed by the International Accounting Standards Board (IASB) to assess if the changes to the standards may have an impact on the Company's results or operations.

The Company adopted IFRS 17, *Insurance Contracts* (IFRS 17) and IFRS 9, *Financial Instruments* (IFRS 9) on their effective date of January 1, 2023 which replaced IFRS 4, *Insurance Contracts* (IFRS 4) and IAS 39, *Financial Instruments* (IAS 39), respectively. IFRS 17 establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts. Under IFRS 17, groups of contracts are measured at the estimate of the present value of fulfilment cash flows, adjusted for an explicit risk adjustment for non-financial risk and the Contractual Service Margin (CSM).

IFRS 9 provides changes to financial instruments accounting for the following: classification and measurement of financial instruments based on a business model approach for managing financial assets and the contractual cash flow characteristics of the financial asset; impairment based on an expected loss model; and hedge accounting that incorporates the risk management practices of an entity.

The Company adopted the amendments to IFRS for IAS 1, *Presentation of Financial Statements*, IAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors* and IAS 12, *Income Taxes* effective January 1, 2023. The adoption of these amendments did not have a material impact on the Company's financial statements.

For a further description of accounting policies, including future accounting standard changes, refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended March 31, 2023.



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## OTHER INFORMATION

### NON-GAAP FINANCIAL MEASURES AND RATIOS

#### Non-GAAP Financial Measures

The Company uses several non-GAAP financial measures to measure overall performance of the Company and to assess each of its business units. A financial measure is considered a non-GAAP measure for Canadian securities law purposes if it is presented other than in accordance with generally accepted accounting principles (GAAP) used for the Company's consolidated financial statements. The consolidated financial statements of the Company have been prepared in compliance with IFRS as issued by the IASB. Non-GAAP financial measures do not have a standardized meaning under GAAP and may not be comparable to similar financial measures presented by other issuers. Investors may find these financial measures useful in understanding how management views the underlying business performance of the Company.

#### Base earnings (loss)

Base earnings (loss) reflect management's view of the underlying business performance of the Company and provides an alternate measure to understand the underlying business performance compared to IFRS net earnings.

Base earnings (loss) exclude the following items from IFRS reported net earnings:

- Market-related impacts, where actual market returns in the current period are different than longer-term expected returns on assets and liabilities;
- Assumption changes and management actions that impact the measurement of assets and liabilities;
- Acquisition transaction costs;
- Restructuring and integration costs;
- Material legal settlements, material impairment charges related to goodwill and intangible assets, impacts of income tax rate changes and other tax impairments, net gains, losses or costs related to the disposition or acquisition of a business; and
- Other items that, when removed, assist in explaining the Company's underlying business performance.

The definition of base earnings (loss) has been refined (in 2023 and applied to 2022 comparative results) to also exclude the following impacts that are included in IFRS reported net earnings for an improved representation of the Company's underlying business performance, as well as for consistency and comparability with financial services industry peers:

- Realized gains (losses) on the sale of assets measured at fair value through other comprehensive income (FVOCI);
- The direct equity and interest rate impacts on the measurement of surplus assets and liabilities; and
- Amortization of acquisition related finite life intangible assets.

Lifeco	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings</b>	\$ 808	\$ 869	\$ 712
<b>Items excluded from Lifeco base earnings</b>			
Market experience gains and losses (pre-tax)	\$ (209)	\$ (393)	\$ 864
Income tax (expense) benefit	41	7	(178)
Assumption changes and management actions (pre-tax)	9	(46)	(19)
Income tax (expense) benefit	(2)	17	1
Transaction costs related to acquisitions (pre-tax)	—	(5)	(8)
Income tax (expense) benefit	—	—	1
Restructuring and integration costs (pre-tax)	(26)	(43)	(17)
Income tax (expense) benefit	7	11	5
Tax legislative changes impact (pre-tax)	—	—	—
Income tax (expense) benefit	—	63	—
Amortization of acquisition-related finite life intangibles (pre-tax)	(45)	(37)	(35)
Income tax (expense) benefit	12	9	8
Total pre-tax items excluded from base earnings	\$ (271)	\$ (524)	\$ 785
Impact of items excluded from base earnings on income taxes	58	107	(163)
<b>Net earnings - common shareholders</b>	<b>\$ 595</b>	<b>\$ 452</b>	<b>\$ 1,334</b>

Canada	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings</b>	\$ 278	\$ 260	\$ 224
<b>Items excluded from base earnings</b>			
Market experience gains and losses (pre-tax)	\$ (60)	\$ 78	\$ 298
Income tax (expense) benefit	17	(17)	(72)
Assumption changes and management actions (pre-tax)	3	(37)	(3)
Income tax (expense) benefit	(1)	10	1
Amortization of acquisition-related finite life intangibles (pre-tax)	(6)	(7)	(6)
Income tax (expense) benefit	2	2	1
Tax legislative changes impact (pre-tax)	—	—	—
Income tax (expense) benefit	—	63	—
<b>Net earnings - common shareholders</b>	<b>\$ 233</b>	<b>\$ 352</b>	<b>\$ 443</b>

**Management's Discussion and Analysis**

**United States**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings</b>	\$ 200	\$ 190	\$ 144
<b>Items excluded from base earnings</b>			
Market experience gains and losses (pre-tax)	\$ (5)	\$ —	\$ 1
Income tax (expense) benefit	—	—	(1)
Restructuring and integration costs (pre-tax)	(26)	(43)	(17)
Income tax (expense) benefit	7	11	5
Amortization of acquisition-related finite life intangibles (pre-tax)	(34)	(22)	(25)
Income tax (expense) benefit	9	6	6
Transaction costs related to acquisitions (pre-tax)	—	—	(2)
Income tax (expense) benefit	—	—	1
<b>Net earnings - common shareholders</b>	<b>\$ 151</b>	<b>\$ 142</b>	<b>\$ 112</b>

**Europe**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings</b>	\$ 178	\$ 256	\$ 176
<b>Items excluded from base earnings</b>			
Market experience gains and losses (pre-tax)	\$ (155)	\$ (268)	\$ 463
Income tax (expense) benefit	16	6	(75)
Assumption changes and management actions (pre-tax)	6	(14)	(11)
Income tax (expense) benefit	(1)	7	—
Amortization of acquisition-related finite life intangibles (pre-tax)	(5)	(8)	(4)
Income tax (expense) benefit	1	1	1
Transaction costs related to acquisitions (pre-tax)	—	(5)	(6)
Income tax (expense) benefit	—	—	—
<b>Net earnings (loss) - common shareholders</b>	<b>\$ 40</b>	<b>\$ (25)</b>	<b>\$ 544</b>

**Capital and Risk Solutions**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings</b>	\$ 157	\$ 181	\$ 171
<b>Items excluded from base earnings</b>			
Market experience gains and losses (pre-tax)	\$ 22	\$ (201)	\$ 97
Income tax (expense) benefit	5	18	(29)
Assumption changes and management actions (pre-tax)	—	5	(5)
Income tax (expense) benefit	—	—	—
<b>Net earnings - common shareholders</b>	<b>\$ 184</b>	<b>\$ 3</b>	<b>\$ 234</b>

**Management's Discussion and Analysis**

**Lifeco Corporate**

	For the three months ended		
	Mar. 31 2023	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
<b>Base earnings (loss)</b>	\$ (5)	\$ (18)	\$ (3)
<b>Items excluded from base earnings (loss)</b>			
Market experience gains and losses (pre-tax)	\$ (11)	\$ (2)	\$ 5
Income tax (expense) benefit	3	—	(1)
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (13)</b>	<b>\$ (20)</b>	<b>\$ 1</b>

**Assets under management (AUM) and assets under administration (AUA)**

Assets under management and assets under administration are non-GAAP measures that provide an indicator of the size and volume of the Company's overall business. Administrative services are an important aspect of the overall business of the Company and should be considered when comparing volumes, size and trends.

Total assets under administration includes total assets per financial statements, proprietary mutual funds and institutional assets and other assets under administration.

**Lifeco**

	Mar. 31 2023	Dec. 31 2022 (Restated)
<b>Total assets per financial statements</b>	<b>\$ 691,853</b>	<b>\$ 672,206</b>
Other AUM	348,361	331,734
<b>Total AUM</b>	<b>\$ 1,040,214</b>	<b>\$ 1,003,940</b>
Other AUA	1,555,937	1,464,523
<b>Total AUA</b>	<b>\$ 2,596,151</b>	<b>\$ 2,468,463</b>

**Canada**

	Mar. 31 2023	Dec. 31 2022 (Restated)
<b>Canada wealth fee business AUA</b>		
Segregated fund assets	\$ 97,426	\$ 93,816
Other AUM	3,960	4,057
Wealth fee business other AUA	24,736	23,975
<b>Total Canada wealth fee business AUA</b>	<b>\$ 126,122</b>	<b>\$ 121,848</b>
Add: Other balance sheet assets	\$ 98,876	\$ 96,433
Add: Other AUA	2,253	2,369
Consolidated Canada balance sheet assets	\$ 196,302	\$ 190,249
Consolidated Canada other AUM	3,960	4,057
Consolidated Canada other AUA	26,989	26,344
<b>Total Canada AUA</b>	<b>\$ 227,251</b>	<b>\$ 220,650</b>

**United States**

	Mar. 31 2023	Dec. 31 2022 (Restated)
<b>Empower AUA</b>		
General account	\$ 97,375	\$ 99,839
Segregated funds	174,625	166,274
Other AUM	90,359	84,653
Other AUA	1,517,070	1,426,834
<b>Empower AUA</b>	<b>\$ 1,879,429</b>	<b>\$ 1,777,600</b>
<b>Putnam other AUM</b>	<b>\$ 228,282</b>	<b>\$ 222,363</b>
<b>Subtotal</b>	<b>\$ 2,107,711</b>	<b>\$ 1,999,963</b>
Add: Other AUM consolidated adjustment	\$ (31,098)	\$ (29,878)
Add: Other balance sheet assets	31,444	30,088
Consolidated United States balance sheet assets	\$ 303,444	\$ 296,201
Consolidated United States other AUM	287,543	277,138
Consolidated United States other AUA	1,517,070	1,426,834
<b>Total United States AUA</b>	<b>\$ 2,108,057</b>	<b>\$ 2,000,173</b>

**Europe**

	Mar. 31 2023	Dec. 31 2022 (Restated)
<b>Europe wealth and investment only AUA</b>		
Segregated fund assets	\$ 133,095	\$ 127,792
Other AUM	56,858	50,539
Other AUA	11,878	11,345
<b>Total Europe wealth and investment only AUA</b>	<b>\$ 201,831</b>	<b>\$ 189,676</b>
Add: Other balance sheet assets	\$ 49,772	\$ 48,989
Consolidated Europe balance sheet assets	\$ 182,867	\$ 176,781
Consolidated Europe other AUM	56,858	50,539
Consolidated Europe other AUA	11,878	11,345
<b>Total Europe AUA</b>	<b>\$ 251,603</b>	<b>\$ 238,665</b>

**Core base earnings (loss)**

For Asset Management's results in the U.S segment, the Company discloses core base earnings (loss), which is a measure of Asset Management's performance. Core base earnings (loss) includes the impact of dealer commissions and software amortization and excludes the impact of certain corporate financing charges and allocations, certain tax adjustments and other non-recurring transactions. Core base earnings and non-core base earnings also excludes the amortization of acquisition-related finite life intangible assets, in line with the changes made to Lifeco's definition of base earnings. The changes allow for an improved representation of the Company's underlying business performance as well as for consistency and comparability with financial services industry peers.

**Core base earnings (loss)**

*(In US\$ million, unless otherwise noted)*

	<b>For the three months ended</b>		
	<b>Mar. 31 2023</b>	Dec. 31 2022 (Restated)	Mar. 31 2022 (Restated)
Fee and net investment income	\$ 207	\$ 220	\$ 229
Less: Expenses	226	218	228
Core base earnings	\$ (19)	\$ 2	\$ 1
Less: Income taxes	1	1	—
Core base earnings (loss)	\$ (18)	\$ 1	\$ 1
Non-core base earnings (loss)	(2)	(17)	(2)
<b>Base earnings (loss)</b>	<b>\$ (20)</b>	<b>\$ (16)</b>	<b>\$ (1)</b>
<b>Base earnings (loss) (C\$)</b>	<b>\$ (27)</b>	<b>\$ (22)</b>	<b>\$ (2)</b>

**Non-GAAP Ratios**

A non-GAAP ratio is a financial measure in the form of a ratio, fraction, percentage or similar representation that is not disclosed in the financial statements of the Company and has a non-GAAP financial measure as one or more of its components. These financial measures do not have a standardized definition under IFRS and might not be comparable to similar financial measures disclosed by other issuers.

The non-GAAP ratios disclosed by the Company each use base earnings (loss) as the non-GAAP component. Base earnings (loss) reflect management's view of the underlying business performance of the Company and provides an alternate measure to understand the underlying business performance compared to IFRS net earnings.

- **Base dividend payout ratio** - Dividends paid to common shareholders are divided by base earnings (loss).
- **Base earnings per share** - Base earnings (loss) for the period is divided by the number of average common shares outstanding for the period.
- **Base earnings per share (diluted)** - Base earnings (loss) for the period is divided by the number of average common shares outstanding on a diluted basis for the period.
- **Base return on equity** - Base earnings (loss) for the trailing four quarters are divided by the average common shareholders' equity over the trailing four quarters. This measure provides an indicator of business unit profitability.
- **Core margin (pre-tax)** - The metrics relates to Putnam's results within the United States segment and is calculated by dividing core earnings by fee and net investment income.
- **Cost of management ratio** – Compares the amount paid by the Company to compensate its Named Executive Officers (NEOs) relative to the Company's base earnings for the same period. Calculated by dividing total annual compensation paid to NEOs (as disclosed in the Executive Compensation section of the Company's management proxy circular) by base earnings for the year.

- **Effective income tax rate - base earnings - common shareholders** - Calculated by adjusting the Company's reported income taxes and net earnings before income taxes attributable to common shareholders to remove the impact of items excluded from base earnings, to calculate the effective tax rates for common shareholders.

**GLOSSARY**

- **Assumption changes and management actions** - The net earnings impact of: (i) revisions to the methodologies and assumptions used in the measurement of the Company's assets, insurance contract liabilities and investment contract liabilities, and (ii) actions taken by management in the current reporting period which include, but are not limited to, changes in in-force product features (including prices), and new or revised reinsurance deals on in-force business. Assumption changes and management actions are excluded from base earnings.
- **Book value per common share** - Measure is calculated by dividing Lifeco's common shareholder's equity by the number of common shares outstanding at the end of the period.
- **Common shareholder's equity** - A financial measure comprised of the following items from Lifeco's balance sheet: share capital - common shares, accumulated surplus, accumulated other comprehensive income and contributed surplus.
- **Dividend payout ratio** - Dividends paid to common shareholders are divided by net earnings - common shareholders.
- **Financial leverage ratio** - Defined as debt, hybrid securities, and preferred shares divided by total consolidated capitalization. The denominator also includes the after-tax non-participating CSM balance in the denominator, other than CSM associated with segregated fund guarantees. This reflects that the CSM represents future profit and is considered available capital under LICAT.
- **Impact of currency movement (constant currency basis)** - Items impacting the Company's Consolidated Statements of Earnings, such as income and benefits and expenses and net earnings, are translated into Canadian dollars at an average rate for the period. These measures highlight the impact of changes in currency translation rates on Canadian dollar equivalent IFRS results and have been calculated using the average rates, as shown below, in effect at the date of the comparative period. These measures provide useful information as it facilitates the comparability of results between periods.

	Period ended	
	March 31, 2023	Dec. 31 2022
United States dollar	1.35	1.36
British pound	1.64	1.59
Euro	1.45	1.39

- **Market experience gains and losses** - The net earnings impact related to the direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, which includes:
  - the impact of hedge ineffectiveness related to segregated fund guarantee liabilities that are hedged and the performance of the related hedge assets;
  - the impact on segregated fund guarantee liabilities not hedged;
  - the market-related impacts that are different than expectations on surplus assets, general account assets and the insurance and investment contract liabilities they support;
  - other market impacts on general account assets and the insurance and investment contract liabilities they support that cannot be attributed to expectations within the period.

- **Net book premium** - For group life & health insurance, this measure represents the value of in-force premium at the end of the reporting period.
- **Net cash flows and net asset flows** - Indicator of the Company's ability to attract and retain business. Net cash flows and net asset flows are measured by the following:
  - Canada wealth management net cash flows include cash inflows and outflows related to segregated fund assets and proprietary and non-proprietary mutual funds.
  - Europe wealth and investment only net cash flows include cash inflows and outflows related to segregated fund assets, proprietary mutual funds and institutional assets as well as other assets under administration.
  - Empower net cash flows include cash inflows and outflows related to segregated fund assets, general fund assets, proprietary and non-proprietary mutual funds as well as other assets under management.
  - Putnam net asset flows include mutual fund and institutional sales and redemptions.
- **Office of the Superintendent of Financial Institutions Canada (OSFI)** - Is an independent Canadian federal government agency that regulates and supervises federally regulated financial institutions and pension plans to determine whether they are in sound financial condition and meeting their requirements.
- **Other assets under administration** - Includes assets where the Company only provides administration services for which the Company earns fees and other income. These assets are beneficially owned by the clients and the Company does not direct the investing activities. Services provided relating to assets under administration include recordkeeping, safekeeping, collecting investment income, settling of transactions or other administrative services. Administrative services are an important aspect of the overall business of the Company and should be considered when comparing volumes, size and trends.
- **Other assets under management** - Includes external client funds where the Company has oversight of the investment policies. Services provided in respect of proprietary mutual funds and institutional assets include the selection of investments, the provision of investment advice and discretionary portfolio management on behalf of clients.
- **Price/book value ratio** - The Company's closing share price divided by its book value per share.
- **Price/earnings ratio** - The Company's closing share price divided by its net earnings per share on a trailing four quarter basis.
- **Return on common shareholder's equity (ROE)** - Net earnings (loss) for the trailing four quarters are divided by the average common shareholders' equity over the trailing four quarters. This measure provides an indicator of business unit profitability.
- **Sales** - Sales are measured according to product type:
  - For risk-based insurance and annuity products, sales include 100% of single premium and annualized premiums expected in the first twelve months of the plan.
  - Group insurance and ASO sales reflect annualized premiums and premium equivalents for new policies and new benefits covered or expansion of coverage on existing policies.
  - For individual wealth management products, sales include deposits on segregated fund products, proprietary mutual funds and institutional accounts as well as deposits on non-proprietary mutual funds.
  - For group wealth management products, sales include assets transferred from previous plan providers and the expected annual contributions from the new plan.



- **Segmented common shareholder's equity** - The Company has a capital allocation methodology, which allocates financing costs in proportion to allocated capital. For the Canada, Europe and Capital and Risk Solutions segments (essentially Canada Life), this allocation method generally tracks the regulatory capital requirements, while for Empower and Putnam, it tracks the financial statement carrying value of the business units. Total leverage capital is consistently allocated across all business units in proportion to total capital resulting in a debt-to-equity ratio in each business unit mirroring the consolidated Company.

The capital allocation methodology allows the Company to calculate comparable ROE for each business unit. These ROEs are therefore based on the capital the business unit has been allocated and the financing charges associated with that capital. IFRS does not prescribe the calculation of ROE and therefore a comparable measure under IFRS is not available.

#### **DISCLOSURE CONTROLS AND PROCEDURES**

The Company's disclosure controls and procedures are designed to provide reasonable assurance that information relating to the Company which is required to be disclosed in reports filed under provincial and territorial securities legislation is: (a) recorded, processed, summarized and reported within the time periods specified in the provincial and territorial securities legislation, and (b) accumulated and communicated to the Company's senior management, including the President and Chief Executive Officer and the Executive Vice-President and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

#### **INTERNAL CONTROL OVER FINANCIAL REPORTING**

The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Company's management is responsible for establishing and maintaining effective internal control over financial reporting. All internal control systems have inherent limitations and may become ineffective because of changes in conditions. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

There have been no changes during the three month period ended March 31, 2023 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### **Limitation on Disclosure Controls and Procedures & Internal Control Over Financial Reporting**

As permitted by securities legislation, for the period ended March 31, 2023, the Company's management has limited the scope of its design of the Company's disclosure controls and procedures and the Company's internal control over financial reporting to exclude controls, policies and procedures of the Prudential's full-service retirement services business, which the Company acquired on April 1, 2022.

For the three months ended March 31, 2023, the acquired Prudential retirement services business had revenue of \$639 million, net earnings of \$43 million post-tax (base earnings of \$69 million post-tax excluding negative impact of market experience gains and losses of \$4 million, integration costs of \$16 million post-tax and amortization of acquisition intangibles of \$5 million post-tax). The initial amounts assigned to the assets acquired, goodwill and intangible assets on April 1, 2022 and reported as at March 31, 2023 were \$124,988 million. The initial amounts assigned to the liabilities assumed on April 1, 2022 and reported as at March 31, 2023 were \$122,329 million.

#### **TRANSACTIONS WITH RELATED PARTIES**

On April 3, 2023, the Company announced that Canada Life had reached an agreement to acquire Investment Planning Counsel Inc., a leading independent wealth management firm, from IGM Financial Inc. (IGM) for total cash consideration of \$575 million, subject to adjustments. IGM is an affiliated company and a member of the Power Corporation group of companies. Therefore, the transaction was reviewed and approved by the Conduct Review Committee of each of the Company and Canada Life. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions.

Otherwise, related party transactions have not changed materially from December 31, 2022.

**QUARTERLY FINANCIAL INFORMATION**

**Quarterly financial information**

(in \$ millions, except per share amounts)

	IFRS 17/9 Presentation					IFRS 4/39 Presentation		
	2023	2022 (Restated)				2021		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<b>Total revenue</b>	<b>\$ 12,359</b>	\$ 10,510	\$ 791	\$ (5,350)	\$ (3,586)	\$ 18,122	\$ 17,432	\$ 17,955
<b>Net earnings - Common Shareholders</b>								
Total	<b>\$ 595</b>	\$ 452	\$ 987	\$ 823	\$ 1,334	\$ 765	\$ 872	\$ 784
Basic - per share	<b>0.64</b>	0.48	1.06	0.88	1.43	0.82	0.94	0.84
Diluted - per share	<b>0.64</b>	0.48	1.06	0.88	1.43	0.82	0.94	0.84

<sup>1</sup> This metric is a non-GAAP ratio. Refer to the "Non-GAAP Financial Measures and Ratios" section of this document for additional details.

Lifeco's consolidated net earnings attributable to common shareholders were \$595 million for the first quarter of 2023 compared to \$1,334 million reported a year ago. On a per share basis, this represents \$0.64 per common share (\$0.64 diluted) for the first quarter of 2023 compared to \$1.43 per common share (\$1.43 diluted) a year ago.

Total revenue for the first quarter of 2023 was \$12,359 million and comprises insurance revenue of \$5,037 million (\$4,780 million for the same quarter last year), net investment income of \$2,106 million (\$1,481 million for the same quarter last year), a positive change in fair value through profit or loss on investment assets of \$3,573 million (negative change of \$11,298 million for the same quarter last year) and fee and other income of \$1,643 million (\$1,451 million for the same quarter last year).

**TRANSLATION OF FOREIGN CURRENCY**

Through its operating subsidiaries, Lifeco conducts business in multiple currencies. The four primary currencies are the Canadian dollar, the U.S. dollar, the British pound and the euro. Throughout this document, foreign currency assets and liabilities are translated into Canadian dollars at the market rate at the end of the reporting period. All income and expense items are translated at an average rate for the period. The rates employed are:

Translation of foreign currency	Mar. 31	Dec. 31	Sept. 30	June 30	Mar. 31
Period ended	2023	2022	2022	2022	2022
<b>United States dollar</b>					
Balance sheet	\$ 1.35	\$ 1.35	\$ 1.38	\$ 1.29	\$ 1.25
Income and expenses	\$ 1.35	\$ 1.36	\$ 1.31	\$ 1.28	\$ 1.27
<b>British pound</b>					
Balance sheet	\$ 1.67	\$ 1.64	\$ 1.54	\$ 1.57	\$ 1.64
Income and expenses	\$ 1.64	\$ 1.59	\$ 1.54	\$ 1.60	\$ 1.70
<b>Euro</b>					
Balance sheet	\$ 1.47	\$ 1.45	\$ 1.35	\$ 1.35	\$ 1.38
Income and expenses	\$ 1.45	\$ 1.39	\$ 1.31	\$ 1.36	\$ 1.42

**ADDITIONAL INFORMATION**

Additional information relating to Lifeco, including Lifeco's most recent consolidated financial statements, CEO/CFO certification and Annual Information Form are available at [www.sedar.com](http://www.sedar.com).

**CONSOLIDATED STATEMENTS OF EARNINGS** *(unaudited)*  
*(in Canadian \$ millions except per share amounts)*

	For the three months ended March 31	
	2023	2022 (Restated)
<b>Insurance service result</b>		
Insurance revenue (note 8)	\$ 5,037	\$ 4,780
Insurance service expenses (note 9)	(3,995)	(3,737)
Net expense from reinsurance contracts	(342)	(362)
	<u>700</u>	<u>681</u>
<b>Net investment result (note 5)</b>		
Net investment income	2,106	1,481
Changes in fair value on fair value through profit or loss assets	3,573	(11,298)
	<u>5,679</u>	<u>(9,817)</u>
Net finance income (expenses) from insurance contracts	(3,570)	8,227
Net finance income (expenses) from reinsurance contracts	93	(453)
Changes in investment contract liabilities	(1,882)	3,190
	<u>320</u>	<u>1,147</u>
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>		
Net investment income (loss)	1,721	(1,384)
Net finance income (expenses) from insurance contracts	(1,721)	1,384
	<u>—</u>	<u>—</u>
<b>Other income and expenses</b>		
Fee and other income	1,643	1,451
Operating and administrative expenses (note 9)	(1,792)	(1,488)
Amortization of finite life intangible assets	(96)	(86)
Financing costs	(115)	(88)
Restructuring and integration expenses	(26)	(17)
	<u>634</u>	<u>1,600</u>
<b>Earnings before income taxes</b>	634	1,600
Income taxes (note 17)	29	207
	<u>605</u>	<u>1,393</u>
<b>Net earnings before non-controlling interests</b>	605	1,393
Attributable to non-controlling interests	(22)	27
	<u>627</u>	<u>1,366</u>
<b>Net earnings</b>	627	1,366
Preferred share dividends (note 14)	32	32
	<u>32</u>	<u>32</u>
<b>Net earnings - common shareholders</b>	<u>\$ 595</u>	<u>\$ 1,334</u>
<b>Earnings per common share (note 14)</b>		
Basic	\$ 0.64	\$ 1.43
Diluted	\$ 0.64	\$ 1.43

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME** *(unaudited)*  
*(in Canadian \$ millions)*

	<b>For the three months ended March 31</b>	
	<b>2023</b>	<b>2022</b>
		(Restated)
<b>Net earnings</b>	<b>\$ 627</b>	<b>\$ 1,366</b>
<b>Other comprehensive income (loss)</b>		
<b>Items that may be reclassified subsequently to Consolidated Statements of Earnings</b>		
Unrealized foreign exchange gains (losses) on translation of foreign operations	144	(564)
Unrealized gains (losses) on hedges of the net investment in foreign operations	(26)	130
Income tax (expense) benefit	2	(12)
Unrealized gains (losses) on bonds and mortgages at fair value through other comprehensive income	185	(481)
Income tax (expense) benefit	(43)	95
Realized (gains) losses on bonds and mortgages at fair value through other comprehensive income	36	12
Income tax expense (benefit)	(8)	—
Unrealized gains (losses) on cash flow hedges	37	(8)
Income tax (expense) benefit	(10)	2
Realized (gains) losses on cash flow hedges	(29)	(7)
Income tax expense (benefit)	8	2
Non-controlling interests	(94)	184
Income tax (expense) benefit	26	(46)
<b>Total items that may be reclassified</b>	<b>228</b>	<b>(693)</b>
<b>Items that will not be reclassified to Consolidated Statements of Earnings</b>		
Re-measurements on defined benefit pension and other post-employment benefit plans (note 16)	(57)	412
Income tax (expense) benefit	15	(111)
Non-controlling interests	4	(33)
Income tax (expense) benefit	(1)	9
<b>Total items that will not be reclassified</b>	<b>(39)</b>	<b>277</b>
<b>Total other comprehensive income (loss)</b>	<b>189</b>	<b>(416)</b>
<b>Comprehensive income</b>	<b>\$ 816</b>	<b>\$ 950</b>

**CONSOLIDATED BALANCE SHEETS** *(unaudited)*  
*(in Canadian \$ millions)*

	March 31 2023	December 31 2022	January 1 2022
<b>Assets</b>		(Restated)	(Restated)
Cash and cash equivalents	\$ 6,666	\$ 7,290	\$ 6,075
Bonds (note 5)	158,252	156,091	142,655
Mortgage loans (note 5)	37,643	37,197	29,357
Stocks (note 5)	15,309	14,301	14,225
Investment properties (note 5)	8,328	8,344	7,763
	<b>226,198</b>	<b>223,223</b>	<b>200,075</b>
Insurance contract assets (note 10)	1,158	1,140	1,533
Reinsurance contract held assets (note 11)	17,601	17,571	21,843
Goodwill	10,623	10,611	9,107
Intangible assets	6,223	6,230	5,514
Derivative financial instruments	2,158	2,314	967
Owner occupied properties	724	724	736
Fixed assets	403	399	422
Accounts and interest receivable	4,420	4,355	3,210
Other assets	15,450	15,949	14,435
Current income taxes	170	338	268
Deferred tax assets	1,579	1,470	1,325
Investments on account of segregated fund policyholders (note 12)	405,146	387,882	357,419
<b>Total assets</b>	<b>\$ 691,853</b>	<b>\$ 672,206</b>	<b>\$ 616,854</b>
<b>Liabilities</b>			
Insurance contract liabilities (note 10)	\$ 138,765	\$ 135,438	\$ 157,910
Investment contract liabilities	94,612	94,810	53,694
Reinsurance contract held liabilities (note 11)	549	537	1,290
Debentures and other debt instruments	10,311	10,509	8,804
Derivative financial instruments	1,508	1,639	1,030
Accounts payable	2,347	2,758	2,469
Other liabilities	8,663	8,913	6,293
Current income taxes	170	152	193
Deferred tax liabilities	745	773	677
Insurance contracts on account of segregated fund policyholders (note 12)	59,435	57,841	65,253
Investment contracts on account of segregated fund policyholders (note 12)	345,711	330,041	292,166
<b>Total liabilities</b>	<b>662,816</b>	<b>643,411</b>	<b>589,779</b>
<b>Equity</b>			
Non-controlling interests			
Participating account surplus in subsidiaries	2,778	2,734	2,984
Non-controlling interests in subsidiaries	190	152	129
Shareholders' equity			
Share capital			
Limited recourse capital notes	1,500	1,500	1,500
Preferred shares	2,720	2,720	2,720
Common shares (note 13)	5,804	5,791	5,748
Accumulated surplus	14,942	14,976	13,216
Accumulated other comprehensive income	905	713	586
Contributed surplus	198	209	192
<b>Total equity</b>	<b>29,037</b>	<b>28,795</b>	<b>27,075</b>
<b>Total liabilities and equity</b>	<b>\$ 691,853</b>	<b>\$ 672,206</b>	<b>\$ 616,854</b>

**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY** *(unaudited)*  
*(in Canadian \$ millions)*

	March 31, 2023					
	Share capital	Contributed surplus	Accumulated surplus	Accumulated other comprehensive income (loss)	Non-controlling interests	Total equity
<b>Balance, beginning of year (Restated)</b>	\$ 10,011	\$ 209	\$ 14,976	\$ 713	\$ 2,886	\$ 28,795
Impact of initial application of IFRS 9 (note 3)	—	—	(33)	3	—	(30)
Revised balance, beginning of year	10,011	209	14,943	716	2,886	28,765
Net earnings	—	—	627	—	(22)	605
Other comprehensive income (loss)	—	—	—	189	65	254
	10,011	209	15,570	905	2,929	29,624
Dividends to shareholders						
Preferred shareholders (note 14)	—	—	(32)	—	—	(32)
Common shareholders	—	—	(485)	—	—	(485)
Shares exercised and issued under share-based payment plans (note 13)	17	(34)	—	—	33	16
Shares purchased and cancelled under Normal Course Issuer Bid (note 13)	(22)	—	—	—	—	(22)
Excess of redemption proceeds over stated capital per Normal Course Issuer Bid (note 13)	18	—	(18)	—	—	—
Share-based payment plans expense	—	23	—	—	—	23
Acquisition of non-controlling interest in subsidiary	—	—	(52)	—	(35)	(87)
Dilution loss on non-controlling interests	—	—	(41)	—	41	—
<b>Balance, end of period</b>	<b>\$ 10,024</b>	<b>\$ 198</b>	<b>\$ 14,942</b>	<b>\$ 905</b>	<b>\$ 2,968</b>	<b>\$ 29,037</b>

	March 31, 2022 (Restated)					
	Share capital	Contributed surplus	Accumulated surplus	Accumulated other comprehensive income (loss)	Non-controlling interests	Total equity
Balance, beginning of year	\$ 9,968	\$ 192	\$ 16,424	\$ 632	\$ 3,267	\$ 30,483
Impact of initial application of IFRS 17 (note 3)	—	—	(4,835)	—	(517)	(5,352)
Impact of application of IFRS 9 overlay (note 3)	—	—	1,627	(46)	363	1,944
Revised balance, beginning of year	9,968	192	13,216	586	3,113	27,075
Net earnings	—	—	1,366	—	27	1,393
Other comprehensive income (loss)	—	—	—	(416)	(114)	(530)
	9,968	192	14,582	170	3,026	27,938
Dividends to shareholders						
Preferred shareholders (note 14)	—	—	(32)	—	—	(32)
Common shareholders	—	—	(457)	—	—	(457)
Shares exercised and issued under share-based payment plans (note 13)	40	(31)	—	—	27	36
Share-based payment plans expense	—	22	—	—	—	22
Preferred share redemption costs	—	—	(2)	—	—	(2)
Dilution loss on non-controlling interests	—	—	(54)	—	54	—
<b>Balance, end of period</b>	<b>\$ 10,008</b>	<b>\$ 183</b>	<b>\$ 14,037</b>	<b>\$ 170</b>	<b>\$ 3,107</b>	<b>\$ 27,505</b>

**CONSOLIDATED STATEMENTS OF CASH FLOWS** *(unaudited)*  
*(in Canadian \$ millions)*

	For the three months ended March 31	
	2023	2022 (Restated)
<b>Operations</b>		
Earnings before income taxes	\$ 634	\$ 1,600
Income taxes paid, net of refunds received	(33)	(78)
Adjustments:		
Change in insurance contract liabilities	2,837	(10,549)
Change in investment contract liabilities	(203)	(2,571)
Change in reinsurance contract held liabilities	7	1,260
Change in reinsurance contract held assets	22	469
Change in insurance contract assets	(69)	(189)
Changes in fair value through profit or loss	(3,573)	11,298
Other	(656)	200
	(1,034)	1,440
<b>Financing Activities</b>		
Issue of common shares	17	40
Purchased and cancelled common shares	(22)	—
Increase in line of credit of subsidiaries	—	1,028
Decrease in line of credit of subsidiaries	(230)	(25)
Preferred share redemption costs	—	(2)
Dividends paid on common shares	(485)	(457)
Dividends paid on preferred shares	(32)	(32)
	(752)	552
<b>Investment Activities</b>		
Bond sales and maturities	6,835	7,702
Mortgage loan repayments	787	531
Stock sales	497	1,314
Investment property sales	2	5
Investment in bonds	(5,057)	(5,440)
Investment in mortgage loans	(651)	(1,765)
Investment in stocks	(1,195)	(924)
Investment in investment properties	(82)	(66)
	1,136	1,357
Effect of changes in exchange rates on cash and cash equivalents	26	(167)
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(624)</b>	<b>3,182</b>
<b>Cash and cash equivalents, beginning of year</b>	<b>7,290</b>	<b>6,075</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 6,666</b>	<b>\$ 9,257</b>
<b>Supplementary cash flow information</b>		
Interest income received	\$ 1,727	\$ 1,182
Interest paid	70	63
Dividend income received	105	88

**CONDENSED NOTES TO CONSOLIDATED INTERIM FINANCIAL STATEMENTS** (unaudited)

(in Canadian \$ millions except per share amounts and where otherwise indicated)

**1. Corporate Information**

Great-West Lifeco Inc. (Lifeco or the Company) is a publicly listed company (Toronto Stock Exchange: GWO), incorporated and domiciled in Canada. The registered address of the Company is 100 Osborne Street North, Winnipeg, Manitoba, Canada, R3C 1V3. Lifeco is a member of the Power Corporation of Canada (Power Corporation) group of companies and is a subsidiary of Power Corporation.

Lifeco is a financial services holding company with interests in the life insurance, health insurance, retirement savings, wealth and asset management, and reinsurance businesses, primarily in Canada, the United States and Europe through its operating subsidiaries including The Canada Life Assurance Company (Canada Life), Empower Annuity Insurance Company of America (Empower) and Putnam Investments, LLC (Putnam).

The condensed consolidated interim unaudited financial statements (financial statements) of the Company as at and for the three months ended March 31, 2023 were approved by the Board of Directors on May 9, 2023.

**2. Basis of Presentation and Summary of Material Accounting Policies**

These financial statements should be read in conjunction with the Company's December 31, 2022 consolidated annual audited financial statements and notes thereto.

The financial statements of the Company at March 31, 2023 have been prepared in compliance with the requirements of International Accounting Standard 34, *Interim Financial Reporting* (IAS 34) as issued by the International Accounting Standards Board (IASB) using the same accounting policies and methods of computation followed in the consolidated annual audited financial statements for the year ended December 31, 2022 except as described below.

Changes in Accounting Policies

The Company adopted IFRS 17, *Insurance Contracts* (IFRS 17) and IFRS 9, *Financial Instruments* (IFRS 9) on their effective date of January 1, 2023 which replaced IFRS 4, *Insurance Contracts* (IFRS 4) and IAS 39, *Financial Instruments* (IAS 39), respectively.

IFRS 17 establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts. Under IFRS 17, groups of contracts are measured at the estimate of the present value of fulfillment cash flows, adjusted for an explicit risk adjustment for non-financial risk and the contractual service margin (CSM).

IFRS 9 provides changes to financial instruments accounting for the following: classification and measurement of financial instruments based on a business model approach for managing financial assets and the contractual cash flow characteristics of the financial asset; impairment based on an expected loss model; and hedge accounting that incorporates the risk management practices of an entity.

The accounting policies materially impacted by the adoption of IFRS 17 and IFRS 9 are described below.



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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

Accounting Policies Impacted by IFRS 9

Under IFRS 9, a financial asset is measured at fair value on initial recognition and is classified and subsequently measured as fair value through profit or loss (FVTPL), fair value through other comprehensive income (FVOCI), or amortized cost based upon the Company's business model for managing its assets and the contractual cash flow characteristics of the asset.

The Company's business models are determined at the level that reflects how its groups of financial assets are managed together to achieve business objectives.

A financial asset is classified as FVOCI if it meets the following criteria and is not designated as FVTPL:

- It is held in a business model whose objective is to hold to collect contractual cash flows and sell financial assets, and
- Its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest (SPPI) on the principal amount outstanding.

A financial asset is classified as amortized cost if it meets the following criteria and is not designated as FVTPL:

- It is held in a business model whose objective is to hold to collect contractual cash flows, and
- Its contractual terms give rise on specified dates to cash flows that are SPPI on the principal amount outstanding.

FVOCI investments are recognized at fair value on the Consolidated Balance Sheets with unrealized gains and losses recorded in the Consolidated Statements of Other Comprehensive Income. Realized gains and losses on FVOCI bond and mortgage investments are reclassified from other comprehensive income and recorded in the Consolidated Statements of Earnings when the investment is sold.

Any financial asset that does not qualify for measurement at amortized cost or FVOCI is classified as FVTPL. For financial instruments that meet the amortized cost or FVOCI criteria, the Company may exercise the option to designate, at initial recognition, such financial instruments as FVTPL if doing so eliminates or significantly reduces an accounting mismatch that would otherwise arise. Investments measured as FVTPL are recognized at fair value on the Consolidated Balance Sheets with realized and unrealized gains and losses recorded in the Consolidated Statements of Earnings.

Investments in stocks, except for those where the Company exerts significant influence, are classified on initial recognition as FVTPL unless an irrevocable designation is made to classify an individual instrument as FVOCI.

Interest income earned on bonds and mortgages is calculated using the effective interest method and is recorded as net investment income in the Consolidated Statements of Earnings.

Fair Value Measurement

The following is a description of the methodologies used to value instruments carried at fair value:

*Bonds - FVTPL and FVOCI*

Fair values for bonds measured as FVTPL or FVOCI are determined with reference to quoted market bid prices primarily provided by third-party independent pricing sources. Where prices are not quoted in an active market, fair values are determined by valuation models. The Company maximizes the use of observable inputs when measuring fair value. The Company obtains quoted prices in active markets, when available, for identical assets at the balance sheet date to measure bonds at fair value in its FVTPL and FVOCI portfolios.

The Company estimates the fair value of bonds not traded in active markets by referring to actively traded securities with similar attributes, dealer quotations, matrix pricing methodology, discounted cash flow analyses and/or internal valuation models. This methodology considers such factors as the issuer's industry, the security's rating, term, coupon rate and position in the capital structure of the issuer, as well as, yield curves, credit curves, prepayment rates and other relevant factors. For bonds that are not traded in active markets,

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

valuations are adjusted to reflect illiquidity, and such adjustments generally are based on available market evidence. In the absence of such evidence, management's best estimate is used.

*Mortgages - FVTPL and FVOCI*

There are no market observable prices for mortgages; therefore fair values for mortgages are determined by discounting expected future cash flows using current market rates for similar instruments. Valuation inputs typically include benchmark yields and risk-adjusted spreads based on current lending activities and market activity.

*Equity Release Mortgages - FVTPL*

There are no market observable prices for equity release mortgages; therefore an internal valuation model is used discounting expected future cash flows and includes consideration of the embedded no-negative equity guarantee. Inputs to the model include market observable inputs such as benchmark yields and risk-adjusted spreads. Non-market observable inputs include property growth and volatility rates, expected rates of voluntary redemptions, death, moving to long term care and interest cessation assumptions and the value of the no negative equity guarantee.

*Stocks - FVTPL*

Fair values for stocks traded on an active market are generally determined by the last bid price for the security from the exchange where it is principally traded. Fair values for stocks for which there is no active market are typically based upon alternative valuation techniques such as discounted cash flow analysis, review of price movement relative to the market and utilization of information provided by the underlying investment manager. The Company maximizes the use of observable inputs when measuring fair value. The Company obtains quoted prices in active markets, when available, for identical assets at the balance sheet date to measure stocks at fair value in its fair value through profit or loss portfolio.

Hedge Accounting

As permitted under IFRS 9, the Company has elected to continue to apply the hedge accounting principles under IAS 39 instead of those under IFRS 9. The Company's accounting policy for hedge accounting is disclosed in the notes to the December 31, 2022 consolidated annual audited financial statements.

Expected Credit Losses

Under IFRS 9, expected credit loss (ECL) allowances are recognized on all financial assets, except for financial assets classified or designated as FVTPL and equity securities designated as FVOCI. The ECL model under IFRS 9 replaces the incurred loss model under IAS 39.

The Company measures loss allowances at either a 12-month ECL or lifetime ECL. A 12-month ECL results from any default events that could potentially occur within the 12 months following the reporting date. A 12-month ECL is calculated for financial assets that are determined to have low credit risk or the credit risk has not increased significantly since initial recognition. A lifetime ECL results from all possible default events over the expected life of the financial asset, which is the maximum contractual period over which the Company is exposed to the credit risk. A lifetime ECL is recognized for financial assets that have experienced a significant increase in credit risk since initial recognition or when there is objective evidence of impairment.

*Measurement of Expected Credit Losses*

The ECL allowance is based on a probability-weighted estimate of credit losses expected as a result of defaults over the relevant time period as prescribed under the ECL model. The measurement of ECL for a financial asset is based primarily on the exposure at default, the probability of default, and the loss given default. The measurement of ECL allowances requires the use of judgment and assumptions.

For performing financial assets, the ECL is calculated as the present value of all cash shortfalls which are the difference between cash flows due to the Company and the cash flows expected to be received. For financial

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

assets that are impaired, the ECL is calculated as the difference between the carrying value of the asset and the present value of estimated future cash flows. Financial assets that are subject to ECL allowances are categorized into three stages:

*Stage 1*

Performing financial assets that have not experienced a significant increase in credit risk since initial recognition or have low credit risk are categorized into stage 1. A 12-month ECL allowance is calculated for stage 1 financial assets. To assess if credit risk has increased significantly, the Company compares the risk of default at initial recognition to the risk as at the current reporting date.

*Stage 2*

Performing financial assets that have experienced a significant increase in credit risk since initial recognition are categorized into stage 2. A lifetime ECL allowance is calculated for stage 2 financial assets. Financial assets are assessed for a significant increase in credit risk on an individual basis, utilizing the Company's internal credit risk rating system and the monitoring of timely payments on the assets. Financial assets that have contractual payments more than 30 days past due are generally presumed to have experienced a significant increase in credit risk and are included in stage 2. A financial asset in stage 2 can revert to stage 1 if the credit risk subsequently improves.

*Stage 3*

Impaired financial assets are categorized into stage 3 and require a lifetime ECL allowance. Financial assets are reviewed regularly on an individual basis to determine impairment status. The Company considers various factors in the impairment evaluation process, including, but not limited to, the financial condition of the issuer, specific adverse conditions affecting an industry or region, decline in fair value not related to interest rates, bankruptcy or defaults, and delinquency in payments of interest or principal. Financial assets are deemed to be impaired when there is objective evidence that timely collection of future cash flows can no longer be reliably estimated. The fair value of a financial asset is not a definitive indicator of impairment, as it may be significantly influenced by other factors including the remaining term to maturity and liquidity of the asset; however, market price is taken into consideration when evaluating impairment.

*Presentation of Expected Credit Losses*

The ECL allowance for financial assets classified as FVOCI is recognized in the Consolidated Statements of Other Comprehensive Income and does not reduce the carrying value of the asset. Financial assets classified as amortized cost are presented net of the ECL allowance in the Consolidated Balance Sheets.

When there is no expectation of recovery, the Company will partially or fully write off a financial asset against the related allowance for credit loss. Financial assets that are written off could still be subject to enforcement activities. In subsequent periods, any recoveries of amounts previously written off are credited to the provision for credit losses and are recognized as net investment income in the Consolidated Statements of Earnings.

Accounting Policies Impacted by IFRS 17

**Contract Classification**

Insurance Contracts

The Company identifies insurance contracts as arrangements where the Company accepts significant insurance risk from another party (the policyholder) by agreeing to compensate the policyholder or beneficiary of the contract for specified uncertain future events that adversely affect the policyholder and whose amount and timing is unknown.

The Company determines whether a contract contains significant insurance risk by assessing if an insured event could cause the Company to pay to the policyholder additional amounts that are significant in any single scenario with commercial substance even if the insured event is extremely unlikely or the expected present

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

value of the contingent cash flows is a small proportion of the expected present value of the remaining cash flows from the insurance contract. In making this assessment, the Company considers all its substantive rights and obligations, whether they arise from contract, law or regulation.

When the Company issues insurance contracts to compensate another entity for claims arising from one or more insurance contracts issued by that other entity, the associated contracts are reinsurance contracts issued which is part of insurance contracts issued.

Reinsurance Contracts Held

The Company enters into arrangements to transfer insurance risk, along with the respective premiums, to one or more reinsurers who will share the risks. To the extent that assuming reinsurers are unable to meet their obligations, the Company remains liable to its policyholders for the portion reinsured. Contracts of this nature are defined as reinsurance contracts held.

**Separating Components from Insurance and Reinsurance Contracts**

At inception, the Company separates the following components from an insurance or reinsurance contract held and accounts for them as if they were stand-alone financial instruments:

- Derivatives embedded in the contract which have economic characteristics and risks that are not closely related to those of the host contract, and which have terms that would not meet the definition of an insurance or reinsurance contract held as a stand-alone instrument; and
- Distinct investment components: investment components that are not highly inter-related with the insurance components and for which contracts with equivalent terms are sold, or could be sold, separately in the same market or the same jurisdiction.

After separating any financial instrument components, the Company separates any promises to transfer distinct goods or non-insurance services to policyholders and accounts for them as separate contracts with customers. A good or service is distinct if the policyholder can benefit from it either on its own or with other resources that are readily available to the policyholder. A good or service is not distinct and is accounted for together with the insurance component if the cash flows and risks associated with the good or service are highly inter-related with the cash flows and risks associated with the insurance component, and the Company provides a significant service of integrating the good or service with the insurance component.

**Level of Aggregation**

The Company determines its level of aggregation for the insurance contracts issued by dividing the business written into portfolios. Portfolios comprise groups of contracts with similar risks which are managed together. The Company has defined portfolios of insurance contracts issued based on its product lines. Portfolios are further disaggregated into groups of contracts that are issued within an annual period (typically a financial year) and are further divided into onerous contracts and all other contracts. An insurance contract is onerous if, at the date of initial recognition, the estimated fulfillment cash flow expectations determined on a probability-weighted basis is a net outflow. The Company's evaluation of whether contracts are onerous is based on reasonable and supportable information.

In determining groups of contracts, the Company has elected to include in the same group contracts where its ability to set prices or levels of benefits for policyholders with different characteristics is constrained by regulation. Contracts are aggregated into groups once they have been initially recognized.

The Company has defined portfolios of reinsurance contracts held based on the portfolios of the underlying insurance contracts issued. Groups of reinsurance contracts held that are entered into within an annual period (typically a financial year) are divided based on whether they are in a net gain or net loss position at initial recognition.

Some reinsurance contracts held provide cover for underlying contracts that are included in different groups. However, these contracts' legal form of a single contract reflects the substance of the Company's contractual

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

rights and obligations, considering that the different remaining coverages lapse together and are not sold separately. As a result, the reinsurance contract held is not separated into multiple insurance components that relate to different underlying groups.

**Initial Recognition**

The Company recognizes a group of insurance contracts that it issues from the earliest of:

- The beginning of the coverage period of the group of contracts;
- The date when the first payment from a policyholder in the group becomes due or when the first payment is received if there is no due date; and
- For a group of onerous contracts, when the group becomes onerous if facts and circumstances indicate there is such a group.

A group of reinsurance contracts held is recognized on the following date:

- Reinsurance contracts held initiated by the Company that provide proportionate coverage: the date on which any underlying insurance contract is initially recognized;
- Other reinsurance contracts held initiated by the Company: the beginning of the coverage period of the group of reinsurance contracts. However, if the Company recognizes an onerous group of underlying insurance contracts on an earlier date and the related reinsurance contract held was entered into before that earlier date, then the group of reinsurance contracts held is recognized on that earlier date; and
- Reinsurance contracts held that are acquired by the Company: the date of acquisition.

**Contract Boundaries**

The Company includes in the measurement of a group of insurance and reinsurance contracts held all the future cash flows within the boundary of each contract in the group. Cash flows are within the boundary of a contract if they arise from substantive rights and obligations that exist during the reporting period in which the Company can compel the policyholder to pay the premiums (or is compelled to pay amounts to a reinsurer), or in which the Company has a substantive obligation to provide the policyholder with services (or receive services from a reinsurer). A substantive obligation to provide services ends when:

- The Company has the practical ability to reassess the risks of the particular policyholder and, as a result, can set a price or level of benefits that fully reflects those risks, or
- Both the following criteria are satisfied:
  - The Company has the practical ability to reassess the risks of the portfolio of insurance contracts that contain the contract and, as a result, can set a price or level of benefits that fully reflects the risk of that portfolio; and
  - The pricing of the premiums for coverage up to the date when the risks are reassessed does not take into account the risks that relate to periods after the reassessment date.

For reinsurance contracts held, a substantive obligation to receive services ends when the reinsurer has the practical ability to reassess the risk transferred to it and, as a result, can set a price or level of benefits that fully reflects those risks, or the reinsurer has the substantive right to terminate the coverage.

For insurance contracts with renewal periods, the Company assesses whether premiums and related cash flows that arise from the renewed contract are within the contract boundary. The pricing of renewals is established by the Company after considering the risks and terms of coverage for the policyholder, with reference to the pricing of contracts with equivalent risks and terms on the renewal dates. The Company reassesses the contract boundary of each group at the end of each reporting period.

Liabilities or assets relating to expected premiums or claims outside the boundary of the insurance contract are not recognized - such amounts relate to future insurance contracts.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

**Measurement of Insurance Contracts**

There are three measurement models provided by IFRS 17 to measure insurance contracts:

- The General Measurement Model (GMM);
- The Variable Fee Approach (VFA); and
- The Premium Allocation Approach (PAA).

**The General Measurement Model**

The Company applies this model to its medium to long-term insurance products, such as individual protection, payout annuities, and longevity swaps.

*Initial Measurement*

On initial recognition, the Company measures a group of insurance contracts as the total of the fulfillment cash flows, and the CSM.

*Fulfillment Cash Flows*

Fulfillment cash flows comprise probability-weighted estimates of future cash flows, discounted to reflect the time value of money and the associated financial risks, plus a risk adjustment for non-financial risk.

The Company estimates future contractual cash flows within the contracts' boundary by considering evidence from current and past conditions, as well as possible future conditions to reflect market and non-market variables impacting the valuation of cash flows. The estimates of these cash flows are based on probability-weighted expected values that reflect the average of a full range of possible outcomes and includes an explicit risk adjustment for non-financial risk. The risk adjustment is the compensation the Company receives in fulfilling an insurance contract that arises from uncertainties surrounding the amount and timing of cash flows for non-financial risks. The non-financial risk assumptions are mortality, longevity, morbidity, lapse, and expense. Estimates and assumptions are reviewed periodically for appropriateness in reflecting current, past, and future conditions.

When estimating fulfillment cash flows, the Company includes all cash flows that are within the contract boundary including:

- Premiums and related cashflows;
- Claims and benefits, including reported claims not yet paid, incurred claims not yet reported and expected future claims;
- Premium and other transaction-based taxes and cash flows from loans to policyholders;
- Insurance acquisition cash flows which are allocated to groups of contracts on a systematic and rational basis;
- Other fixed and variable expenses directly attributable to the fulfillment of insurance contracts;
- Investment expenses incurred in investment activities related to underlying items such as universal life funds and segregated fund account balances are also included in the fulfillment cash flows; and
- The impact of funds withheld for reinsurance contracts issued to manage credit risk.

*Contractual Service Margin*

The CSM of a group of insurance contracts represents the unearned profit that the Company expects to recognize in the future as it provides services under those contracts.

On initial recognition of a group of insurance contracts, if the total of the fulfillment cash flows, any derecognized assets for insurance acquisition cash flows, and any cash flows arising at that date is a net inflow, the group of contracts is non-onerous. In this case, the CSM is measured as the equal and opposite amount of the net inflow, which results in no net income or expenses arising on initial recognition.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

*Discount Rates*

The Company measures time value of money using discount rates that are consistent with observable market prices and reflect the liquidity characteristics of the insurance contracts. They exclude the effect of factors that influence such observable market prices but do not affect the future cash flows of the insurance contracts (e.g., credit risk).

The Company applies the top-down approach for insurance contract liabilities with backing assets. Under this approach, discount rates are estimated by starting from the yield curve implied in a reference portfolio of assets that closely reflects the duration, currency, and liquidity characteristics of the insurance cash flows, and then excluding the effects of risks (e.g., credit risk) present in the cash flows from the financial instruments that are part of the reference portfolio, but not in the insurance contracts cash flows. The Company uses the fixed-income assets supporting the insurance contract liabilities as the reference portfolio to determine the discount rates, in the observable period, while the discount rates in the unobservable period are based on an ultimate investment rate. In situations where the fixed-income assets supporting the insurance contract liabilities do not appropriately reflect the illiquidity characteristics of the liability, an additional adjustment is made to the discount rate.

In cases where there are no backing assets, the Company applies the bottom-up approach to set the discount rate. This approach uses a risk-free rate, plus a spread to reflect the liquidity characteristics of the liability. Risk-free rates are determined by reference to highly liquid government securities in the currency of the insurance contract liability, and the spread is derived from an external benchmark.

*Risk Adjustment*

The risk adjustment for non-financial risk represents the compensation that the Company requires for bearing uncertainty in the amount and timing of insurance contract cash flows due to non-financial risk. The Company estimates the probability distribution of each non-financial risk and applies a diversification matrix to derive the confidence level of the risk adjustment. The Company has a target confidence level between the 85th to 90th percentile. Risk adjustment is calculated by applying a margin to the non-financial assumptions.

*Insurance Acquisition Cash Flows*

Insurance acquisition cash flows arise from selling and underwriting activities required to initiate a group of contracts.

Any assets or liabilities for insurance acquisition cash flows recognized before the corresponding insurance contracts are recognized and included in the carrying amount of the related groups of insurance contracts issued. Judgments are applied by management to determine which costs are directly attributable to the issuance of a group of contracts and the portion of those costs that are allocated to groups of contracts arising from expected renewals.

The asset for insurance acquisition cash flows is tested for impairment annually or more frequently if facts and circumstances indicate that impairment may have occurred. In testing for impairment, the carrying value of the asset is compared to the expected net cash inflow for the related group of insurance contracts.

Additionally, if a portion of the asset for insurance acquisition cash flows has been allocated to future renewals of the related group of contracts, the carrying value of the asset is compared to the expected net cash inflow for those expected renewals. If the carrying value exceeds the expected net cash inflows described above, a loss is recognized in the insurance service result. In the event that facts and circumstances indicate the asset for insurance acquisition cash flows is no longer impaired, the impairment loss, or a portion thereof, is reversed.

*Subsequent Measurement*

The carrying amount of a group of insurance contracts at each reporting date is the sum of the liability for remaining coverage and the liability for incurred claims.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

- The liability for remaining coverage comprises the fulfillment cash flows that relate to services that will be provided under the contracts in future periods and any remaining CSM at that date.
- The liability for incurred claims comprises the fulfillment cash flows for incurred claims and expenses that have not yet been paid, including claims that have been incurred but not yet reported.

The fulfillment cash flows for groups of insurance contracts are measured at the reporting date using current estimates of future cash flows, current discount rates, and current estimates of risk adjustment for non-financial risk.

For a group of insurance contracts, the carrying amount of the CSM of the group at the end of the reporting period equals the carrying amount at the start of the reporting period, adjusted for:

- The CSM of any new contracts that are added to the group in the period;
- Interest accreted on the carrying amount of the CSM during the period, measured at the discount rates on nominal cash flows that do not vary based on the returns on any underlying items determined on initial recognition;
- The changes in fulfillment cash flows that relate to future services (measured using initial recognition discount rates), except to the extent that:
  - Any increases in the fulfillment cash flows that exceed the carrying amount of the CSM, in which case the excess is recognized as a loss in the Consolidated Statements of Earnings and creates a loss component; or
  - Any decreases in the fulfillment cash flows are allocated to the loss component, reversing losses previously recognized in the Consolidated Statements of Earnings;
- The effect of any currency exchange differences on the CSM; and
- The amount recognized as insurance revenue because of the services provided in the period.

The changes in fulfillment cash flows that relate to future services that adjust the CSM comprise of:

- Experience adjustments arising from premium and premium related cash flows received in the period that relate to future services;
- Changes in both estimates of the present value of future cash flows and risk adjustment in the liability for remaining coverage, measured at the discount rates determined on initial recognition, except for those that relate to the effects of the time value of money and financial risk changes; and
- Differences between any investment components not separated from the contract expected to become payable in the period (after allowing for financial experience variance) and the actual investment component that becomes payable in the period, measured at the discount rates determined on initial recognition.

Changes in expected future discretionary cash flows are regarded as an assumption relating to future services and accordingly adjust the CSM.

Changes in fulfillment cash flows that relate to current or past service are recognized in the Consolidated Statements of Earnings as part of the insurance service result. Changes that relate to the effects of the time value of money and financial risk are recognized in insurance finance income or expenses.

### **The Variable Fee Approach**

The Company applies this model to contracts with direct participating features such as participating insurance and segregated fund business with insurance guarantees, where an investment return is provided to the policyholder based on a defined pool of items (e.g. a portfolio of assets).

#### *Recognition*

The Company will recognize an insurance contract under the VFA if it meets all of the following conditions at initial recognition:

- The policyholder participates in a share of a clearly identified pool of underlying items;



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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

- The Company expects to pay the policyholder an amount equal to a substantial share of the returns from the underlying items; and
- The substantial proportion of the cash flows the Company expects to pay to the policyholder is expected to vary with cash flows from the underlying items.

The Company performs the test for VFA qualification at initial recognition.

*Initial Measurement*

Similar to the GMM, the VFA initially measures the insurance contract liabilities as the fulfillment cash flows plus CSM.

*Subsequent Measurement*

For a group of insurance contracts applying the VFA, the carrying amount of the CSM of the group at the end of the reporting period equals the carrying amount at the beginning of the reporting period adjusted for the following:

- The effect of any new contracts added to the group;
- The Company's share of the change in the fair value of the underlying items, except to the extent that:
  - The Company has a previously documented risk-management objective and strategy for using derivatives to mitigate financial risk arising from the insurance contracts, as it does for the insured assets contracts;
  - The Company's share of a decrease in the fair value of the underlying items exceeds the carrying amount of the contractual service margin, giving rise to a loss; or
  - The Company's share of an increase in the fair value of the underlying items reverses the amount previously recognized as a loss.
- The changes in fulfillment cash flows, relating to future service, except to the extent that:
  - The Company has a previously documented risk-management objective and strategy for using derivatives to mitigate financial risk arising from the insurance contracts, as it does for insured assets contracts;
  - Such increases in the fulfillment cash flows exceed the carrying amount of the contractual service margin, giving rise to a loss; or
  - Such decreases in the fulfillment cash flows are allocated to the loss component of the liability for remaining coverage.
- The effect of any currency exchange differences on the CSM; and
- The amount recognized as insurance revenue because of the services provided in the period.

*Risk Mitigation*

The Company mitigates the financial risks created by guarantees embedded in some of their insurance contracts with direct participation features through the use of derivatives. The derivatives are in the scope of IFRS 9 with changes in their fair value reflected in the Consolidated Statements of Earnings. In applying risk mitigation, the financial impact on the guarantees embedded in these direct participating contracts do not adjust the CSM and are also reflected in the Consolidated Statements of Earnings.

**Premium Allocation Approach**

The Company applies this model to its short-term insurance products, such as group life and health.

Recognition

*Contracts with Coverage Periods of One Year or Less*

The Company applies the PAA to measure the liability for remaining coverage of insurance contracts with coverage periods of one year or less.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

*Contracts with Coverage Periods of More than One Year*

The Company applies the PAA to contracts with coverage periods longer than one year that are relatively stable and have low variability in fulfillment cash flows. The low variability in fulfillment cash flows indicates there is no material difference in the liability for remaining coverage measured under the PAA as compared to the GMM. Generally, this applies to products with rate guarantees between 2 and 5 years.

New groups of insurance contracts are assessed to determine whether they can be measured using the PAA at initial recognition.

The eligibility test for the PAA model will not be subsequently performed after initial recognition unless there are substantial changes to the terms of the groups of insurance contracts.

Measurement

*Initial Measurement of the Liability for Remaining Coverage*

On initial recognition, the liability for remaining coverage is initially measured as the premiums received in the period minus any insurance acquisition cash flows not expensed, plus or minus any amount caused by the derecognition of an acquisition cash flow asset or liability which represents any acquisition costs that were paid before the contracts were recognized.

Insurance acquisition costs are included as fulfillment cash flows of the liability and are allocated over the contract boundary on a straight-line basis. For contracts with expected future renewals, a portion of the acquisition costs are capitalized as an asset and deferred until the future contract renewals are recognized.

The fulfillment cash flows of contracts with coverage periods of more than one year are discounted to reflect the impact of financial risk on the contract. The discount rates used reflect the characteristics of the contract cash flows. For contracts where premiums are received within one year of the coverage period, the Company has elected not to adjust the liability for the time value of money.

*Subsequent Measurement*

At the end of each reporting period, the Company measures the liability for remaining coverage for contracts under the PAA as the carrying amount of the liability for remaining coverage at the beginning of the period, adjusted for the following:

- Add the premiums received in the period;
- Less any insurance acquisition cash flows during the period not directly expensed;
- Add the amortization of acquisition cash flows, plus any adjustments to a financing component;
- Less the amount recognized as insurance revenue for the coverage provided in the period; and
- Less any investment components paid or transferred to the liability for incurred claims.

If circumstances indicate that a contract under the PAA model has become onerous, a loss is immediately recognized in the Consolidated Statements of Earnings, and a separate component of the liability for remaining coverage is created to record this loss component. The loss is measured as the difference between the fulfillment cash flows that relate to the remaining coverage of the group and the current carrying amount of the liability for remaining coverage using the measurement described above.

The liability for incurred claims is measured under the same approach as the GMM, which is the fulfillment cash flows related to incurred claims. When claims are expected to be settled less than one year after being incurred, the Company has elected not to discount the liability for incurred claims.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

**Measurement of Reinsurance Contracts Held**

*The General Measurement Model*

The accounting policies used to measure a group of insurance contracts under the GMM apply to the measurement of a group of reinsurance contracts held, with the following modifications:

- The carrying amount of a group of reinsurance contracts held at each reporting date is the sum of the remaining coverage component and the incurred claims component. The remaining coverage component comprises:
  - The fulfillment cash flows that relate to services that will be received under the contracts in future periods; and
  - Any remaining CSM at that date.

The Company measures the estimates of the present value of future cash flows using assumptions that are consistent with those used to measure the estimates of the present value of future cash flows for the underlying insurance contracts, with an adjustment for any risk of non-performance by the reinsurer. The effect of the non-performance risk of the reinsurer is assessed at each reporting date and the effect of changes in the non-performance risk is recognized in the Consolidated Statements of Earnings.

The risk adjustment for non-financial risk is the amount of the risk transferred by the Company to the reinsurer.

On initial recognition, the CSM of a group of reinsurance contracts held represents a net cost or net gain on purchasing reinsurance. It is measured as the equal and opposite amount of the total of the fulfillment cash flows, any derecognized assets for cash flows occurring before the recognition of the group, any cash flows arising at that date and any income recognized in the Consolidated Statements of Earnings because of onerous underlying contracts recognized at that date. However, if any net cost on purchasing reinsurance coverage relates to insured events that occurred before the purchase of the group, then the Company recognizes the cost immediately in the Consolidated Statements of Earnings as an expense.

The Company adjusts the carrying amount of the CSM of a group of reinsurance contracts held at the end of a reporting period to reflect changes in the fulfillment cash flows applying the same approach as for insurance contracts issued, except when the underlying contract is onerous and the change in the fulfillment cash flows for underlying insurance contracts is recognized in profit or loss by adjusting the loss component. The respective changes in reinsurance contracts held is also recognized in profit and loss (adjusting the loss recovery component).

Funds withheld under reinsurance contracts held to manage credit risk are included in the carrying amount of the reinsurance contracts held asset.

*The Premium Allocation Approach*

The Company holds reinsurance contracts with the direct insurance contracts it issues. The reinsurance contracts held that are eligible for the PAA and have underlying direct contracts measured under the PAA are also classified and measured under the PAA.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

*Onerous Underlying Insurance Contracts*

The Company adjusts the CSM of the group to which a reinsurance contract held belongs and as a result recognizes income when it recognizes a loss on initial recognition of onerous underlying contracts, if the reinsurance contract held is entered into before or at the same time as the onerous underlying contracts are recognized. The adjustment to the CSM is determined by multiplying:

- The amount of the loss that relates to the underlying contracts; and
- The percentage of claims on the underlying contracts that the Company expects to recover from the reinsurance contracts held.

For reinsurance contracts held that are acquired by the Company in a transfer of contracts or a business combination covering onerous underlying contracts, the adjustment to the CSM is determined by multiplying:

- The amount of the loss component that relates to the underlying contracts at the date of acquisition; and
- The percentage of claims on the underlying contracts that the Company expects at the date of acquisition to recover from the reinsurance contracts held.

A loss recovery component is created or adjusted for the group of reinsurance contracts held to depict the adjustment to the CSM, which determines the amounts that are subsequently presented in the consolidated Statements of Earnings as reversals of recoveries of losses from the reinsurance contracts held and are excluded from the allocation of reinsurance premiums paid in the net expense from reinsurance contracts held.

**Coverage Units**

*Amortization of the Contractual Service Margin*

The CSM is a component of the group of insurance contracts that represents the unearned profit the Company will recognize as it provides services in the future. An amount of the CSM for a group of insurance contracts is recognized in the Consolidated Statements of Earnings as insurance revenue in each period to reflect the services provided under the group of insurance contracts in that period. The amount that is recognized in the Consolidated Statements of Earnings for the current period is determined by identifying the coverage units in the group, allocating the CSM at the end of the period to each coverage unit provided in the current period and expected to be provided in the future periods.

The number of coverage units in a group is the quantity of coverage provided by the contracts in the group, which is determined by considering the quantity of the benefits provided and the expected coverage duration.

For reinsurance contracts issued, the number of coverage units in a group reflects the expected pattern of underwriting of the underlying contracts because the level of service provided depends on the number of underlying contracts in force.

For reinsurance contracts held, the CSM amortization is similar to the reinsurance contracts issued and reflects the expected pattern of underwriting of the underlying contracts because the level of service provided depends on the number of underlying contracts in-force.

**Insurance Revenue**

The Company's insurance revenue depicts the provision of services arising from a group of insurance contracts at an amount that reflects the consideration to which the Company expects to be entitled in exchange for those services. Insurance revenue from a group of insurance contracts is therefore the relevant portion for the period of the total consideration for the contracts, (i.e., the amount of premiums paid to the Company adjusted for financing effect (the time value of money) and excluding any investment components).

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

**Insurance Finance Income or Expenses**

Insurance finance income or expenses comprise the change in the carrying amount of the group of insurance contracts arising from:

- The effect of the time value of money and changes in the time value of money
- The effect of financial risk and changes in financial risk

The Company has elected to recognize insurance finance income or expenses in the Consolidated Statements of Earnings.

**Net Income or Expense from Reinsurance Contracts Held**

The Company presents separately in the Consolidated Statements of Earnings the amounts expected to be recovered from reinsurers, and an allocation of the reinsurance premiums paid. The Company treats reinsurance cash flows that are contingent on claims on the underlying contracts as part of the claims that are expected to be reimbursed under the reinsurance contract held, and excludes investment components and commissions from an allocation of reinsurance premiums presented in the Consolidated Statements of Earnings. Amounts relating to the recovery of losses relating to reinsurance of onerous direct contracts are included as amounts recoverable from the reinsurer.

**Contract Modifications and Derecognition**

*Contract Modifications*

When the terms of insurance contracts are modified, the Company assesses whether the modification is substantial enough to lead to the derecognition of the original contract and recognition of a new modified contract as if it was entered for the first time. If the contract modification does not lead to a re-recognition of the contract, then the effect of the modification is treated as a change in the estimates of fulfillment cash flows which is recorded as an experience adjustment to the existing contract.

*Derecognition of Contracts*

The Company derecognizes a contract when it is extinguished, which is when the specified obligations in the contract expire or are discharged or cancelled.

When an insurance contract not accounted for under the PAA is derecognized from within a group of insurance contracts:

- The fulfillment cash flows allocated to the group are adjusted to eliminate those that relate to the rights and obligations derecognized;
- The CSM of the group is adjusted for the change in the fulfillment cash flows, except where such changes are allocated to a loss component; and
- The number of coverage units for the expected remaining coverage is adjusted to reflect the coverage units derecognized from the group.

If a contract is derecognized because it is transferred to a third party, then the CSM is also adjusted for the premium charged by the third party, unless the group is onerous.

When an insurance contract accounted for under the PAA is derecognized, adjustments to the fulfillment cash flows to remove related rights and obligations and account for the effect of the derecognition result in the following amounts being charged immediately to the Consolidated Statements of Earnings:

- If the contract is extinguished, any net difference between the derecognized part of the liability for remaining coverage of the original contract and any other cash flows arising from extinguishment; and
- If the contract is transferred to the third party, any difference between the derecognized part of the liability for remaining coverage of the original contract and the premium charged by the third party.

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2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

Other Changes in Accounting Policies

The Company adopted the amendments to IFRS for IAS 1, *Presentation of Financial Statements*, IAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors* and IAS 12, *Income Taxes* effective January 1, 2023. The adoption of these amendments did not have a material impact on the Company's financial statements.

Use of Significant Judgments, Estimates and Assumptions - Application of IFRS 17 and IFRS 9

In preparation of these financial statements, management is required to make significant judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, net earnings and related disclosures. Although some uncertainty is inherent in these judgments and estimates, management believes that the amounts recorded are reasonable. Key sources of estimation uncertainty and areas where significant judgments have been made are further described in the relevant accounting policies as described in note 2 of the Company's December 31, 2022 consolidated annual audited financial statements and notes thereto. Significant judgments, estimates and assumptions that have changed or are new under IFRS 17 and IFRS 9 include:

- Management uses judgment to evaluate the classification of insurance and reinsurance contracts to determine whether these arrangements should be accounted for as insurance, investment or service contracts.
- The actuarial assumptions, such as mortality, longevity, morbidity, expense and policyholder behaviour, used in the valuation of insurance and certain investment contract liabilities require significant judgment and estimation (note 10).
- Management uses judgment in determining the coverage units which are based on an estimate of the quantity of coverage provided by the contracts in a group, considering the quantity of benefits provided and the expected coverage duration.
- In determining discount rates to apply to most insurance contract liability cash flows, the Company generally uses the top-down approach for cash flows of non-participating contracts that do not depend on underlying items. Applying this approach, the Company uses the yield curve implied in a reference portfolio of assets and adjusts it to exclude the effects of risks (e.g. credit risk) present in the cash flows from the financial instruments that are part of the reference portfolio, but not in the insurance cash flows. One of the key sources of estimation uncertainty is estimating the market risk premiums for credit risk of the underlying items that are only relevant to assets included in the reference portfolio, but not to the non-participating contracts. For some products, discount rates are set using a bottom-up approach, based on risk-free rates, plus an illiquidity premium, which also requires judgment.

2. Basis of Presentation and Summary of Material Accounting Policies (cont'd)

The Company applies the following rates to discount cash flows by major currency:

	Year 1				Year 5				Year 10				Year 15				Year 20			
	Mar. 31 2023		Dec. 31 2022		Mar. 31 2023		Dec. 31 2022		Mar. 31 2023		Dec. 31 2022		Mar. 31 2023		Dec. 31 2022		Mar. 31 2023		Dec. 31 2022	
	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
<b>Insurance Contracts Issued</b>																				
CAD	<b>5.8%</b>	<b>6.2%</b>	6.0%	6.3%	<b>4.1%</b>	<b>4.4%</b>	4.4%	4.8%	<b>4.7%</b>	<b>5.1%</b>	5.0%	5.3%	<b>5.3%</b>	<b>5.7%</b>	5.2%	5.5%	<b>5.1%</b>	<b>5.5%</b>	5.0%	5.3%
USD	<b>5.7%</b>	<b>5.9%</b>	5.8%	6.0%	<b>4.2%</b>	<b>4.3%</b>	4.7%	4.9%	<b>4.4%</b>	<b>4.6%</b>	5.2%	5.3%	<b>5.1%</b>	<b>5.2%</b>	5.4%	5.5%	<b>6.8%</b>	<b>7.0%</b>	7.0%	7.2%
EUR	<b>3.0%</b>	<b>4.6%</b>	2.5%	4.1%	<b>2.3%</b>	<b>3.9%</b>	2.8%	4.4%	<b>2.8%</b>	<b>4.4%</b>	3.0%	4.6%	<b>3.2%</b>	<b>4.8%</b>	3.2%	4.8%	<b>2.6%</b>	<b>4.2%</b>	2.6%	4.2%
GBP	<b>4.4%</b>	<b>6.1%</b>	4.0%	5.6%	<b>3.6%</b>	<b>5.3%</b>	4.1%	5.7%	<b>4.5%</b>	<b>6.2%</b>	4.8%	6.4%	<b>5.3%</b>	<b>7.0%</b>	5.5%	7.0%	<b>4.9%</b>	<b>6.6%</b>	4.9%	6.4%
<b>Reinsurance Contracts Issued</b>																				
CAD	<b>4.6%</b>	<b>6.2%</b>	4.9%	6.3%	<b>2.9%</b>	<b>4.4%</b>	3.3%	4.8%	<b>3.5%</b>	<b>5.0%</b>	3.8%	5.3%	<b>4.1%</b>	<b>5.7%</b>	4.0%	5.5%	<b>3.9%</b>	<b>5.5%</b>	3.9%	5.3%
USD	<b>5.6%</b>	<b>6.3%</b>	5.8%	6.4%	<b>4.1%</b>	<b>4.8%</b>	4.7%	5.3%	<b>4.3%</b>	<b>5.0%</b>	5.1%	5.7%	<b>5.0%</b>	<b>5.6%</b>	5.3%	5.9%	<b>6.7%</b>	<b>7.4%</b>	7.0%	7.6%
EUR	<b>3.0%</b>	<b>4.6%</b>	2.5%	4.2%	<b>2.3%</b>	<b>3.9%</b>	2.8%	4.5%	<b>2.8%</b>	<b>4.4%</b>	3.0%	4.7%	<b>3.2%</b>	<b>4.8%</b>	3.2%	4.9%	<b>2.6%</b>	<b>4.2%</b>	2.6%	4.3%
GBP	<b>4.4%</b>	<b>5.8%</b>	4.0%	5.3%	<b>3.6%</b>	<b>5.0%</b>	4.1%	5.4%	<b>4.5%</b>	<b>5.8%</b>	4.8%	6.1%	<b>5.3%</b>	<b>6.6%</b>	5.5%	6.7%	<b>4.9%</b>	<b>6.2%</b>	4.9%	6.1%

The forward rates in the table above are calculated based on prevailing interest rates observed in their respective markets. When interest rates are not observable, the yield curve to discount cash flows transitions to an ultimate rate composed of a risk-free rate and illiquidity premium. These amounts are set based on historical data.

- When determining risk adjustment, the Company applies significant judgment in estimating the probability distribution of each non-financial risk and the diversification matrix to derive confidence level.
- The determination of whether a contract or a group of contracts is onerous is based on the expectations as at the date of initial recognition, with fulfillment cash flow expectations determined on a probability-weighted basis. The Company determines the appropriate level at which reasonable and supportable information is available to make this assessment. The Company applies judgment in determining at what level of granularity the Company has sufficient information to conclude that all contracts within a set will be in the same group.
- For contracts issued more than several years prior to the IFRS 17 effective date, the Company applied significant judgment in determining that obtaining reasonable and supportable information to apply the full retrospective approach was impracticable without undue cost or effort.
- The measurement of impairment losses under IFRS 9 across relevant financial assets requires judgment, in particular for the estimation of the amount and timing of future cash flows when determining impairment losses and the assessment of a significant increase in credit risk.

Future Accounting Policies

The Company actively monitors changes in IFRS, both proposed and released, by the IASB for potential impact on the Company. There have been no new standards released or significant changes to the future accounting policies disclosed in the December 31, 2022 consolidated annual audited financial statements.

### 3. Transition to IFRS 17 and IFRS 9 - Transition Impacts

#### IFRS 17

IFRS 17 introduces significant changes to the presentation of the Company's financial statements. Portfolios of insurance contracts issued, and reinsurance contracts held that are assets and liabilities are respectively presented separately.

IFRS 17 also introduces significant measurement differences, including the following:

- Reclassification of contracts from insurance to investment contracts;
- Establishment of the CSM for in-force policies;
- Net impact of removing margin for adverse deviations (mfads) and establishing a risk adjustment for non-financial risk;
- Adjustment for difference in discount rates;
- Adjustment for non-attributable expenses; and
- Other measurement impacts.

Upon transition, IFRS 17 requires an entity to apply the standard retrospectively unless impracticable, in which case the entity shall use either the modified retrospective approach or the fair value approach.

The full retrospective approach requires the Company to apply the guidance of IFRS 17 as if IFRS 17 had always been applied. It would be considered impracticable in the following situations:

- The necessary level of detail for historical information could not be obtained using a reasonable amount of effort; or
- Estimates required for measurement at the appropriate level of detail could not be determined without the use of hindsight and/or professional judgment could not be applied to such estimates in accordance with the requirements of IFRS 17 or the Company's interpretations and established policies.

The Company has performed a cut-off date assessment (by region and product) to determine the contracts to which the full retrospective approach can be applied. The Company applies the full retrospective approach to all identified insurance contracts unless it is impracticable, where reasonable and supportable information necessary to complete the full retrospective approach is not available.

The fair value approach calculates the CSM or loss component of the liability for remaining coverage as the difference between the fair value of a group of insurance contracts at the date of transition and the fulfillment cash flows measured at that date. The Company has applied the fair value approach to contracts where it was impracticable to apply the full retrospective approach.

#### IFRS 9

IFRS 9 introduces changes to the classification and measurement of financial instruments as well as the transition from an incurred loss model under IAS 39 to an ECL model for the determination of allowances for credit losses.

Upon adoption of IFRS 9, the Company elected to present comparative information for its financial assets as if the classification and measurement requirements of IFRS 9 had been applied in the comparative period, as permitted by the amendment to IFRS 17 published by the IASB in December 2021.



3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

The resulting changes in accounting policies from the adoption of these standards had an impact on the Company's opening equity balances.

The quantitative impact of transitioning to IFRS 17 and IFRS 9 is illustrated in the opening balance sheet reconciliation table below:

<b>Balance Sheet Condensed View</b>	<b>As Reported IFRS 4 IAS 39 Dec. 31, 2021</b>	<b>Asset / Liability Reclassification</b>	<b>IFRS 9 Overlay Measurement</b>	<b>IFRS 17 Measurement</b>	<b>Income Tax</b>	<b>Restated IFRS 17 &amp; 9 Balance Sheet Jan. 1, 2022</b>
<b>Assets</b>						
Bonds	\$ 140,612	\$ —	\$ 2,043	\$ —	\$ —	\$ 142,655
Mortgage loans	28,852	—	505	—	—	29,357
Stocks	14,183	16	26	—	—	14,225
Insurance contract assets	—	1,533	—	—	—	1,533
Other assets impacted by IFRS 17 & 9	67,677	(18,723)	—	697	269	49,920
Other assets not impacted by IFRS 17 & 9	21,745	—	—	—	—	21,745
Investments on account of segregated fund policyholders	357,419	—	—	—	—	357,419
<b>Total assets</b>	<b>\$ 630,488</b>	<b>\$ (17,174)</b>	<b>\$ 2,574</b>	<b>\$ 697</b>	<b>\$ 269</b>	<b>\$ 616,854</b>
<b>Liabilities</b>						
Insurance contract liabilities	\$ 208,378	\$ (57,284)	\$ —	\$ 6,816	\$ —	\$ 157,910
Investment contract liabilities	12,455	41,239	—	—	—	53,694
Reinsurance contract held liabilities	—	1,290	—	—	—	1,290
Other liabilities impacted by IFRS 17 & 9	11,726	(1,874)	—	—	(413)	9,439
Other liabilities not impacted by IFRS 17 & 9	10,027	—	—	—	—	10,027
Investments and insurance contracts on account of segregated fund policyholders	357,419	(357,419)	—	—	—	—
Insurance contracts on account of segregated fund policyholders	—	65,253	—	—	—	65,253
Investment contracts on account of segregated fund policyholders	—	292,166	—	—	—	292,166
<b>Total liabilities</b>	<b>600,005</b>	<b>(16,629)</b>	<b>—</b>	<b>6,816</b>	<b>(413)</b>	<b>589,779</b>
<b>Total equity</b>	<b>30,483</b>	<b>(545)</b>	<b>2,574</b>	<b>(6,119)</b>	<b>682</b>	<b>27,075</b>
<b>Total liabilities and equity</b>	<b>\$ 630,488</b>	<b>\$ (17,174)</b>	<b>\$ 2,574</b>	<b>\$ 697</b>	<b>\$ 269</b>	<b>\$ 616,854</b>

The adoption of IFRS 17 and the IFRS 9 overlay resulted in an overall reduction to total assets of \$13.6 billion, total liabilities of \$10.2 billion, and total equity of \$3.4 billion on the transition balance sheet as at January 1, 2022.

Asset and liability reclassifications were driven by changes to the groupings of certain assets and liabilities. Significant reclassifications included \$8.3 billion of loans to policyholders, \$7.9 billion of funds held by ceding insurers, and \$1.9 billion of premiums in the course of collection reclassified to insurance contract liabilities. In addition, \$40.5 billion of insurance contract liabilities were reclassified to investment contract liabilities, and insurance contract assets of \$1.5 billion and reinsurance contract held liabilities of \$1.3 billion were established.

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3. *Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)*

The presentation of liabilities on account of segregated fund policyholders was separated between insurance and investment contract liabilities.

IFRS 9 adjustments primarily resulted in an increase to total assets of \$2.6 billion due to a change in designation of certain bonds and mortgages held at amortized cost under IAS 39 to FVTPL under IFRS 9.

IFRS 17 adjustments mainly resulted in an increase to insurance contract liabilities of \$6.8 billion, which is primarily the result of the establishment of CSM for in-force contracts of \$5.9 billion associated with the shareholders' account and \$2.6 billion associated with the participating account, partially offset by the transition of risk adjustments from IFRS 4 to IFRS 17 of \$2.0 billion. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital.

Total equity decreased by \$3.4 billion, split \$3.1 billion for the shareholders' account accumulated surplus, \$0.2 billion for the participating account surplus, and \$0.1 billion for accumulated other comprehensive income.

Shareholders' account accumulated surplus decreased by \$3.1 billion primarily due to the establishment of the CSM of \$6.3 billion and the adjustment for differences in the discount rate of \$1.9 billion, offset by increases due to the transition of risk adjustments from IFRS 4 to IFRS 17 of \$2.0 billion and the impact of the initial application of the IFRS 9 overlay of \$2.2 billion. All other impacts, including taxes, adjustments for non-attributable expenses and from reclassifications totaled an increase of \$0.9 billion.

The participating account surplus decrease of \$0.2 billion was due to the impact of the initial application of IFRS 17 of \$0.7 billion offset by the impact of the application of the IFRS 9 overlay of \$0.5 billion.

Accumulated other comprehensive income decreased by \$0.1 billion due to the impact of the application of the IFRS 9 overlay.

3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

**Reconciliation of consolidated net earnings from IFRS 4 and IAS 39 to IFRS 17 and 9 overlay**

	<b>For the year ended December 31, 2022</b>
<b>Net earnings under IFRS 4 and IAS 39, previously reported</b>	<b>\$ 3,219</b>
Impact of initial application of IFRS 17 and IFRS 9 overlay:	
Deferral of new business gains within CSM	(170)
CSM recognized in the period, net of impact of changes in liabilities for insurance related risks	157
Changes in impacts from assumption changes and management actions	(131)
Changes in market-related impacts	653
Other, including changes in insurance experience impacts	152
Tax impacts	(284)
<b>Restated net earnings under IFRS 17 and IFRS 9 overlay</b>	<b>\$ 3,596</b>

3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

**CSM movement by measurement component upon transition**

**Insurance contracts**

**Insurance contracts under fair value approach**

CSM beginning balance, as at January 1, 2022	\$	10,197
Change related to current service provided		
CSM recognized for services provided		(947)
Changes that relate to future service		
Changes in estimates that adjust the CSM		917
Total changes in insurance service result		(30)
Net finance expenses from insurance contracts		64
Effect of movement in exchanges rates		54
Impact of acquisitions/dispositions		294
<b>Total change</b>	<b>\$</b>	<b>382</b>

**Other insurance contracts**

CSM beginning balance, as at January 1, 2022	\$	2,859
Change related to current service provided		
CSM recognized for services provided		(222)
Changes that relate to future service		
Contracts initially recognized in the year		766
Changes in estimates that adjust the CSM		152
Total changes in insurance service result		696
Net finance expenses from insurance contracts		52
Effect of movement in exchanges rates		(52)
<b>Total change</b>	<b>\$</b>	<b>696</b>

<b>Net closing balance, as at December 31, 2022</b>	<b>\$</b>	<b>14,134</b>
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3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

**Reinsurance contracts held**

**Reinsurance contracts held under fair value approach**

CSM beginning balance, as at January 1, 2022	\$	938
Change related to current service provided		
CSM recognized for services provided		(82)
Changes that relate to future service		
Contracts initially recognized in the year		3
Changes in estimates that adjust the CSM		11
Total changes in insurance service result		(68)
Net finance expenses from reinsurance contracts		21
<b>Total change</b>	<b>\$</b>	<b>(47)</b>

**Other reinsurance contracts held**

CSM beginning balance, as at January 1, 2022	\$	137
Change related to current service provided		
CSM recognized for services provided		(13)
Changes that relate to future service		
Contracts initially recognized in the year		50
Changes in estimates that adjust the CSM		(53)
Total changes in insurance service result		(16)
Net finance expenses from insurance contracts		(1)
<b>Total change</b>	<b>\$</b>	<b>(17)</b>

<b>Net closing balance, as at December 31, 2022</b>	<b>\$</b>	<b>1,011</b>
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3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

**Transition to IFRS 9**

***Effect of initial application - IFRS 9 Assets***

The following table shows the reconciliation of each class of financial asset from the original measurement category under IAS 39 to the new measurement category under IFRS 9:

	Classification	
	IAS 39	IFRS 9
<b>Financial Assets</b>		
<b>Bonds</b>		
	FVTPL (designated)	FVTPL (designated)
	FVTPL (classified)	FVTPL (mandatory)
	Available-for-Sale (AFS)	FVTPL (mandatory)
	AFS	FVOCI
	Loans & Receivables (L&R)	FVTPL (designated)
	L&R	FVOCI
	L&R	Amortized Cost
<b>Mortgage loans</b>		
	FVTPL (designated)	FVTPL (mandatory)
	AFS	FVTPL (mandatory)
	L&R	FVTPL (designated)
	L&R	FVOCI
	L&R	Amortized Cost
<b>Stocks</b>		
	FVTPL (designated)	FVTPL (mandatory)
	AFS	FVTPL (mandatory)
	AFS, at cost	FVTPL (mandatory)

3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

**Reconciliation of carrying value of assets from IAS 39 to IFRS 9**

The following table reconciles the carrying value of financial assets under IAS 39 to the carrying value under IFRS 9:

	IAS 39		IFRS 9	
	December 31, 2022	Reclassification	Remeasurement	January 1, 2023
<b>FVTPL</b>				
<b>Bonds</b>				
Designated	\$ 113,596	\$ —	\$ —	113,596
Reclassified from loans and receivables	—	33,570	(3,480)	30,090
Total - designated	113,596	33,570	(3,480)	143,686
Mandatory	181	—	—	181
Reclassified from available-for-sale	—	67	—	67
Total - mandatory	181	67	—	248
<b>Mortgage loans</b>				
Designated	3,125	(3,125)	—	—
Reclassified from loans and receivables	—	31,310	(2,297)	29,013
Total - designated	3,125	28,185	(2,297)	29,013
Reclassified from Designated FVTPL	—	3,125	6	3,131
Reclassified from available-for-sale	—	240	—	240
Total - mandatory	—	3,365	6	3,371
<b>Stocks</b>				
Reclassified from Designated FVTPL	13,305	—	16	13,321
Reclassified from available-for-sale	—	325	17	342
Total - mandatory	13,305	325	33	13,663
<b>Total FVTPL</b>	<b>\$ 130,207</b>	<b>\$ 65,512</b>	<b>\$ (5,738)</b>	<b>\$ 189,981</b>
<b>FVOCI</b>				
<b>Bonds</b>				
Reclassified from available-for-sale	\$ —	\$ 11,797	\$ —	11,797
Reclassified from loans and receivables	—	376	(16)	360
	—	12,173	(16)	12,157
<b>Mortgage loans</b>				
Reclassified from loans and receivables	—	662	(41)	621
<b>Total FVOCI</b>	<b>\$ —</b>	<b>\$ 12,835</b>	<b>\$ (57)</b>	<b>\$ 12,778</b>

3. Transition to IFRS 17 and IFRS 9 - Transition Impacts (cont'd)

	IAS 39			IFRS 9	
	December 31, 2022	Reclassification	Remeasurement	January 1, 2023	
<b>Available-for-sale</b>					
<b>Bonds</b>					
Brought forward	\$ 11,864	\$ —	\$ —		
Reclassified to FVTPL	—	(67)	—		
Reclassified to FVOCI	—	(11,797)	—		
	<u>11,864</u>	<u>(11,864)</u>	—		—
<b>Mortgage loans</b>					
Brought forward	240	—	—		
Reclassified to FVTPL	—	(240)	—		
	<u>240</u>	<u>(240)</u>	—		—
<b>Stocks</b>					
Brought forward	325	—	—		
Reclassified to FVTPL	—	(325)	—		
	<u>325</u>	<u>(325)</u>	—		—
<b>Total Available-for-sale</b>	<b>\$ 12,429</b>	<b>\$ (12,429)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>—</b>
<b>Amortized Cost</b>					
<b>Bonds</b>					
Brought forward: Loans and receivables	\$ 33,946	\$ —	\$ —		
Reclassified to FVTPL	—	(33,570)	—		
Reclassified to FVOCI	—	(376)	—		
	<u>33,946</u>	<u>(33,946)</u>	—		—
<b>Mortgage Loans</b>					
Brought forward: Loans and receivables	36,164	—	—		
Reclassified to FVTPL	—	(31,310)	—		
Reclassified to FVOCI	—	(662)	—		
	<u>36,164</u>	<u>(31,972)</u>	—		<u>4,192</u>
<b>Total amortized cost</b>	<b>\$ 70,110</b>	<b>\$ (65,918)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>4,192</b>

**Allowance for credit losses**

The majority of the Company's financial assets are measured at FVTPL and therefore are not subject to the ECL model. The ECL model only applies to FVOCI and amortized cost assets, and the value of ECL allowances upon adoption of IFRS 9 at January 1, 2023 of \$36 are not materially different from the allowances that were carried under IAS 39. Of the ECL allowance of \$36 at January 1, 2023, \$4 was Stage 1 and \$32 was Stage 2.

The ECL allowance was \$35 at March 31, 2023, of which \$4 was Stage 1 and \$31 was Stage 2.



#### 4. Business Acquisition and Other Transaction

##### Subsequent Events

##### (a) Acquisition of Investment Planning Counsel

On April 3, 2023, the Company announced that Canada Life had reached an agreement to acquire Investment Planning Counsel Inc., a leading independent wealth management firm, from IGM Financial Inc. (IGM) for total cash consideration of \$575, subject to adjustments. The acquisition extends Canada Life's wealth management reach and capabilities. IGM is an affiliated company and a member of the Power Corporation group of companies. Therefore, the transaction was reviewed and approved by the Conduct Review Committee of each of the Company and Canada Life. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions.

##### (b) Debentures and Other Debt Instruments

On April 18, 2023, the Company repaid the principal amount of its maturing 2.50% €500 senior bonds, together with accrued interest.

#### 5. Portfolio Investments

##### (a) Carrying values and estimated fair values of portfolio investments are as follows:

	March 31, 2023		December 31, 2022 <sup>1</sup>	
	Carrying value	Fair value	Carrying value	Fair value
<b>Bonds</b>				
FVTPL - designated	\$ 145,268	\$ 145,268	\$ 143,686	\$ 143,686
FVTPL - mandatory	150	150	248	248
FVOCI	12,834	12,834	12,157	12,157
	<b>158,252</b>	<b>158,252</b>	156,091	156,091
<b>Mortgage loans</b>				
FVTPL - designated	29,056	29,056	29,013	29,013
FVTPL - mandatory	3,654	3,654	3,371	3,371
FVOCI	599	599	621	621
Amortized cost	4,334	3,758	4,192	3,577
	<b>37,643</b>	<b>37,067</b>	37,197	36,582
<b>Stocks</b>				
FVTPL - mandatory	14,593	14,593	13,663	13,663
Equity method	716	709	638	610
	<b>15,309</b>	<b>15,302</b>	14,301	14,273
<b>Investment properties</b>	<b>8,328</b>	<b>8,328</b>	8,344	8,344
<b>Total</b>	<b>\$ 219,532</b>	<b>\$ 218,949</b>	\$ 215,933	\$ 215,290

<sup>1</sup> Represents application of IFRS 9 overlay.

5. Portfolio Investments (cont'd)

**(b) Net investment income comprises the following:**

For the three months ended March 31, 2023	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 1,580	\$ 345	\$ 107	\$ 120	\$ 80	\$ 2,232
Net realized gains (losses) on sale of FVOCI assets	(36)	—	—	—	—	(36)
Net expected credit loss recovery (charge)	—	1	—	—	—	1
Other income and expenses	—	—	—	(46)	(45)	(91)
	<u>1,544</u>	<u>346</u>	<u>107</u>	<u>74</u>	<u>35</u>	<u>2,106</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	2,849	359	—	—	125	3,333
Fair value through profit or loss (mandatory)	—	89	291	—	—	380
Recorded at fair value through profit or loss	—	—	—	(140)	—	(140)
	<u>2,849</u>	<u>448</u>	<u>291</u>	<u>(140)</u>	<u>125</u>	<u>3,573</u>
<b>Total</b>	<b>\$ 4,393</b>	<b>\$ 794</b>	<b>\$ 398</b>	<b>\$ (66)</b>	<b>\$ 160</b>	<b>\$ 5,679</b>
For the three months ended March 31, 2022 <sup>1</sup>						
	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 1,052	\$ 232	\$ 87	\$ 109	\$ 96	\$ 1,576
Net realized gains (losses) on sale of FVOCI assets	(12)	—	—	—	—	(12)
Gains (losses) on sale of amortized cost assets	—	8	—	—	—	8
Other income and expenses	—	—	—	(39)	(52)	(91)
	<u>1,040</u>	<u>240</u>	<u>87</u>	<u>70</u>	<u>44</u>	<u>1,481</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	(10,101)	(1,114)	—	—	(581)	(11,796)
Fair value through profit or loss (mandatory)	—	(224)	402	—	—	178
Recorded at fair value through profit or loss	—	—	—	320	—	320
	<u>(10,101)</u>	<u>(1,338)</u>	<u>402</u>	<u>320</u>	<u>(581)</u>	<u>(11,298)</u>
<b>Total</b>	<b>\$ (9,061)</b>	<b>\$ (1,098)</b>	<b>\$ 489</b>	<b>\$ 390</b>	<b>\$ (537)</b>	<b>\$ (9,817)</b>

<sup>1</sup> Represents application of IFRS 9 overlay.

Investment income from bonds and mortgages includes interest income, and premium and discount amortization. Investment income from stocks includes dividends, distributions from private equity and equity income from the investment in IGM. Investment properties income includes rental income earned on investment properties, ground rent income earned on leased and sub-leased land, fee recoveries, lease cancellation income, and interest and other investment income earned on investment properties. Other investment income includes foreign exchange gains and losses, income earned from derivative financial instruments and other miscellaneous income.

5. Portfolio Investments (cont'd)

(c) Net investment result

	For the three months ended March 31	
	2023	2022
<b>Investment return</b>		
Net investment income	\$ 2,106	\$ 1,481
Changes in fair value on FVTPL assets	3,573	(11,298)
<b>Total investment return</b>	<b>\$ 5,679</b>	<b>\$ (9,817)</b>
<b>Net finance expenses from insurance contracts</b>		
Changes in fair value of underlying items of direct participating contracts	\$ (1,425)	\$ 1,588
Effects of risk mitigation option	(25)	125
Interest accreted	(730)	(547)
Effect of changes in discount rate and other financial assumptions	(1,397)	7,076
Effect of measuring changes in estimates at current rates and adjusting the CSM at rates on initial recognition	7	(15)
<b>Total net finance expenses from insurance contracts</b>	<b>\$ (3,570)</b>	<b>\$ 8,227</b>
<b>Net finance income from reinsurance contracts</b>		
Interest accreted	\$ 5	\$ 101
Other	88	(554)
<b>Net finance income from reinsurance contracts</b>	<b>93</b>	<b>(453)</b>
Effect of change in non-performance risk of reinsurers	—	—
<b>Total net finance income from reinsurance contracts in the Consolidated Statements of Earnings</b>	<b>93</b>	<b>(453)</b>
Changes in investment contract liabilities	(1,882)	3,190
	<b>\$ 320</b>	<b>\$ 1,147</b>

## 6. Financial Instruments Risk Management

The Company has policies relating to the identification, measurement, management, monitoring and reporting of risks associated with financial instruments. The key risks related to financial instruments are credit risk, liquidity risk and market risk (currency, interest rate and equity). The Risk Committee of the Board of Directors is responsible for the oversight of the Company's key risks. The Company's approach to risk management has not substantially changed from that described in the Company's consolidated annual audited financial statements for the year ended December 31, 2022. Certain risks have been outlined below. For a discussion of the Company's risk governance structure and risk management approach, see the "Financial Instruments Risk Management" note in the Company's December 31, 2022 consolidated annual audited financial statements.

The Company has also established policies and procedures designed to identify, measure and report all material risks. Management is responsible for establishing capital management procedures for implementing and monitoring the capital plan. The Board of Directors reviews and approves all capital transactions undertaken by management.

### (a) Credit Risk

Credit risk is the risk of loss resulting from an obligor's potential inability or unwillingness to fully meet its contractual obligations.

#### Concentration of Credit Risk

Concentrations of credit risk arise from exposures to a single obligor, a group of related obligors or groups of obligors that have similar credit risk characteristics and operate in the same geographic region or in similar industries. The characteristics are similar in that changes in economic or political environments may impact their ability to meet obligations as they come due. No significant changes have occurred from the year ended December 31, 2022.

### (b) Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet all cash outflow obligations as they come due. The following policies and procedures are in place to manage this risk:

- The Company closely manages operating liquidity through cash flow matching of assets and liabilities and forecasting earned and required yields, to ensure consistency between policyholder requirements and the yield of assets.
- Management closely monitors the solvency and capital positions of its principal subsidiaries opposite liquidity requirements at the holding company. Additional liquidity is available through established lines of credit or via capital market transactions. The Company maintains committed lines of credit with Canadian chartered banks.

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6. Financial Instruments Risk Management (cont'd)

**(c) Market Risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument and the value of insurance and investment contract liabilities will fluctuate as a result of changes in market factors which include three types: currency risk, interest rate (including related inflation) risk and equity risk.

Caution Related to Risk Sensitivities

These financial statements include estimates of sensitivities and risk exposure measures for certain risks, such as the sensitivity due to specific changes in interest rate levels projected and market prices as at the valuation date. Actual results can differ significantly from these estimates for a variety of reasons including, but not limited to, changes in the Company's asset or liability profile, changes in business mix, effective income tax rates, other market factors, differences in the actual exposure relative to broad market indices, variation in exposures by geography, and general limitations of the Company's internal models.

For these reasons, the sensitivities should only be viewed as directional estimates of the underlying sensitivities for the respective factors. Given the nature of these calculations, the Company cannot provide assurance that the actual impact on net earnings will be as indicated.

**(i) Currency Risk**

Currency risk relates to the Company operating and holding financial instruments in different currencies. For the assets backing insurance and investment contract liabilities that are not matched by currency, changes in foreign exchange rates can expose the Company to the risk of foreign exchange losses not offset by liability decreases.

- A 10% weakening of the Canadian dollar against foreign currencies would be expected to increase non-participating insurance and investment contract liabilities and their supporting assets by approximately the same amount resulting in an immaterial immediate change to net earnings. A 10% strengthening of the Canadian dollar against foreign currencies would be expected to decrease non-participating insurance and investment contract liabilities and their supporting assets by approximately the same amount resulting in an immaterial immediate change in net earnings.

The Company has net investments in foreign operations. The Company's debt obligations are denominated in Canadian dollars, euros and U.S. dollars. In accordance with IFRS, foreign currency translation gains and losses from net investments in foreign operations, net of related hedging activities and tax effects, are recorded in accumulated other comprehensive income. Strengthening or weakening of the Canadian dollar spot rate compared to the U.S. dollar, British pound and euro spot rates impacts the Company's total equity. Correspondingly, the Company's book value per share and capital ratios monitored by rating agencies are also impacted.

**(ii) Interest Rate Risk**

Interest rate risk exists if asset and liability cash flows are not closely matched and interest rates change, causing a difference in the value of assets and the value of liabilities. The following policies and procedures are in place to mitigate the Company's exposure to interest rate risk:

- Interest rate risk is managed by investing in assets that are suitable for the products sold.
- The Company utilizes a formal process for managing the matching of assets and liabilities. This involves grouping general fund assets and liabilities into segments. Assets in each segment are managed in relation to the liabilities in the segment.
- For products with fixed and highly predictable benefit payments, investments are generally made in fixed income assets or investment properties whose cash flows closely match the liability product cash flows. Where assets are not available to match certain period cash flows, such as long-tail cash flows, a portion of the assets are invested in equities and other non-fixed income assets, while the rest are duration matched.

6. Financial Instruments Risk Management (cont'd)

- Hedging instruments are employed when there is a lack of suitable permanent investments or to manage the level of loss exposure to interest rate changes.
- To the extent asset and liability cash flows are matched, protection against interest rate change is achieved and any change in the fair value of the assets will be offset by a similar change in the fair value of the liabilities.
- For products with less predictable timing of benefit payments, investments are made in fixed income assets with cash flows of a shorter duration than the anticipated timing of benefit payments, or in equities and other non-fixed income assets.
- The risk associated with the mismatch in portfolio duration and cash flow, asset prepayment exposure and the pace of asset acquisition are quantified and reviewed regularly.

The impact to net earnings from changes in the interest rates would be largely offset by changes in the value of financial assets supporting the liabilities. However, differences in the interest rate sensitivity in the value of assets and the value of insurance and investment contract liabilities leads to a sensitivity to interest rate movements in net earnings under IFRS 17 and IFRS 9.

The Company's asset liability management strategy uses equities and other non-fixed income assets as a component of general fund assets supporting liabilities, which leads to interest rate exposure in the net earnings. Further, the classification of financial assets under IFRS 9, such as mortgage assets which are valued at amortized cost and held in the general fund assets supporting liabilities, also contributes to interest rate exposure in net earnings.

The immediate impact to net earnings from an immediate parallel 50 basis point increase or decrease in interest rates is illustrated in the table below:

**Change in market yield curves**

	Net Earnings	
	Increase 50 basis points interest rates	Decrease 50 basis points interest rates
<b>March 31, 2023</b>	\$ 100	\$ (150)
December 31, 2022	\$ 75	\$ (125)

Interest rate sensitivities vary by geography. Net earnings are positively impacted by rising rates in Canada and the UK, and are positively impacted by falling rates in the eurozone.

The potential impact on shareholders' net earnings of the Company does not take into account any future potential changes to the Company's ultimate investment rate (UIR) assumptions. As at December 31, 2022, the sensitivity of shareholders' net earnings of the Company to a 10 basis point increase or decrease in the UIR in all geographies would be an increase of \$25 or a decrease of \$25 post-tax, respectively.

(iii) Equity Risk

Equity risk is the uncertainty associated with the valuation of assets and liabilities arising from changes in equity markets and other pricing risk. To mitigate this risk, the Company has investment policy guidelines in place that provide for prudent investment in equity markets within clearly defined limits. The risks associated with segregated fund guarantees on lifetime Guaranteed Minimum Withdrawal Benefits have been mitigated through a hedging program using equity futures, currency forwards, and interest rate derivatives.

6. Financial Instruments Risk Management (cont'd)

Some insurance and investment contract liabilities with long-tail cash flows are supported by publicly traded common stocks and investments in other non-fixed income assets, primarily comprised of investment properties, real estate funds, private stocks, and equity release mortgages. Net earnings will reflect changes in the values of non-fixed income assets. However, in most cases the value of the liabilities will not fluctuate with changes in the value of the non-fixed income assets.

The liabilities for segregated fund products with guarantees will fluctuate with changes in the value of the non-fixed income assets. Under current market conditions, there are no earnings impacts to the Company on segregated fund business that it does not hedge, as changes in the cost of guarantees are fully offset within the CSM. For segregated fund business that the Company hedges, there is a limited earnings impact with respect to the change in liability versus the change in hedge assets.

The following table provides information on the expected immediate impacts of an immediate 10% or 20% increase or decrease in the value of publicly traded common stocks on the shareholders' net earnings.

**Change in publicly traded common stock values**

	Net Earnings			
	20% increase	10% increase	10% decrease	20% decrease
<b>March 31, 2023</b>	\$ 200	\$ 100	\$ (125)	\$ (250)
December 31, 2022	\$ 200	\$ 100	\$ (125)	\$ (225)

The following table provides information on the expected impacts of an immediate 5% or 10% increase or decrease in the value of other non-fixed income assets on the shareholders' net earnings.

**Change in other non-fixed income asset values**

	Net Earnings			
	10% increase	5% increase	5% decrease	10% decrease
<b>March 31, 2023</b>	\$ 400	\$ 200	\$ (200)	\$ (425)
December 31, 2022	\$ 400	\$ 200	\$ (200)	\$ (425)

**7. Fair Value Measurement**

The Company's assets and liabilities recorded at fair value have been categorized based upon the following fair value hierarchy:

Level 1: Fair value measurements utilize observable, quoted prices (unadjusted) in active markets for identical assets or liabilities that the Company has the ability to access. Assets and liabilities utilizing Level 1 inputs include actively exchange-traded equity securities, exchange-traded futures, and mutual and segregated funds which have available prices in an active market with no redemption restrictions.

Level 2: Fair value measurements utilize inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs include quoted prices for similar assets and liabilities in active markets, and inputs other than quoted prices that are observable for the asset or liability, such as interest rates and yield curves that are observable at commonly quoted intervals. The fair values for some Level 2 securities were obtained from a pricing service. The pricing service inputs include, but are not limited to, benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, offers and reference data. Level 2 assets and liabilities include those priced using a matrix which is based on credit quality and average life, government and agency securities, restricted stock, some private bonds and investment funds, most investment-grade and high-yield corporate bonds, most asset-backed

7. Fair Value Measurement (cont'd)

securities, most over-the-counter derivatives, and mortgage loans. Investment contracts that are measured at fair value through profit or loss are mostly included in the Level 2 category.

Level 3: Fair value measurements utilize one or more significant inputs that are not based on observable market inputs and include situations where there is little, if any, market activity for the asset or liability. The values of the majority of Level 3 securities were obtained from single broker quotes, internal pricing models, or external appraisers. Assets and liabilities utilizing Level 3 inputs generally include certain bonds, certain asset-backed securities, some private equities, investments in mutual and segregated funds where there are redemption restrictions, certain over-the-counter derivatives, investment properties and equity release mortgages.

The following presents the Company's assets and liabilities measured at fair value on a recurring basis by hierarchy level:

Assets measured at fair value	March 31, 2023			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	\$ 6,666	\$ —	\$ —	\$ 6,666
Financial assets at fair value through profit or loss				
Bonds	—	145,193	225	145,418
Mortgage loans	—	29,056	3,654	32,710
Stocks	11,308	111	3,174	14,593
Total financial assets at fair value through profit or loss	11,308	174,360	7,053	192,721
Financial assets at fair value through other comprehensive income				
Bonds	—	12,834	—	12,834
Mortgage loans	—	599	—	599
Total financial assets at fair value through other comprehensive income	—	13,433	—	13,433
Investment properties	—	—	8,328	8,328
Derivatives <sup>1</sup>	—	2,158	—	2,158
Other assets:				
Trading account assets	362	2,526	951	3,839
Other <sup>2</sup>	11	279	—	290
<b>Total assets measured at fair value</b>	<b>\$ 18,347</b>	<b>\$ 192,756</b>	<b>\$ 16,332</b>	<b>\$ 227,435</b>
<b>Liabilities measured at fair value</b>				
Derivatives <sup>3</sup>	\$ 15	\$ 1,493	\$ —	\$ 1,508
Investment contract liabilities	—	94,612	—	94,612
Other liabilities	11	279	—	290
<b>Total liabilities measured at fair value</b>	<b>\$ 26</b>	<b>\$ 96,384</b>	<b>\$ —</b>	<b>\$ 96,410</b>

<sup>1</sup> Excludes collateral received from counterparties of \$1,184.

<sup>2</sup> Includes collateral received under securities lending arrangements.

<sup>3</sup> Excludes collateral pledged to counterparties of \$433.

There were no transfers of the Company's assets and liabilities between Level 1 and Level 2 in the period.



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7. Fair Value Measurement (cont'd)

Assets measured at fair value	December 31, 2022			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	\$ 7,290	\$ —	\$ —	\$ 7,290
Financial assets at fair value through profit or loss				
Bonds	—	143,739	195	143,934
Mortgage loans	—	29,013	3,371	32,384
Stocks	10,548	86	3,029	13,663
Total financial assets at fair value through profit or loss	10,548	172,838	6,595	189,981
Financial assets at fair value through other comprehensive income				
Bonds	—	12,157	—	12,157
Mortgage loans	—	621	—	621
Total financial assets at fair value through other comprehensive income	—	12,778	—	12,778
Investment properties	—	—	8,344	8,344
Derivatives <sup>1</sup>	13	2,301	—	2,314
Other assets:				
Trading account assets	309	1,723	940	2,972
Other <sup>2</sup>	11	180	—	191
Total assets measured at fair value	<u>\$ 18,171</u>	<u>\$ 189,820</u>	<u>\$ 15,879</u>	<u>\$ 223,870</u>
Liabilities measured at fair value				
Derivatives <sup>3</sup>	\$ —	\$ 1,639	\$ —	\$ 1,639
Investment contract liabilities	—	94,810	—	94,810
Other liabilities	11	180	—	191
Total liabilities measured at fair value	<u>\$ 11</u>	<u>\$ 96,629</u>	<u>\$ —</u>	<u>\$ 96,640</u>

<sup>1</sup> Excludes collateral received from counterparties of \$1,348.

<sup>2</sup> Includes collateral received under securities lending arrangements.

<sup>3</sup> Excludes collateral pledged to counterparties of \$532.

There were no transfers of the Company's assets and liabilities between Level 1 and Level 2 in the year.

7. Fair Value Measurement (cont'd)

The following presents additional information about assets and liabilities measured at fair value on a recurring basis and for which the Company has utilized Level 3 inputs to determine fair value:

	March 31, 2023					
	Fair value through profit or loss bonds	Fair value through profit or loss mortgage loans	Fair value through profit or loss stocks <sup>3</sup>	Investment properties	Trading account assets	Total Level 3 assets
<b>Balance, beginning of year</b>	\$ 195	\$ 3,371	\$ 3,029	\$ 8,344	\$ 940	\$ 15,879
Total gains (losses)						
Included in net earnings	1	81	27	(140)	(13)	(44)
Included in other comprehensive income <sup>1</sup>	1	30	—	44	—	75
Purchases	30	—	154	82	24	290
Issues	—	208	—	—	—	208
Sales	(2)	—	(36)	(2)	—	(40)
Settlements	—	(36)	—	—	—	(36)
Other	—	—	—	—	—	—
Transfers into Level 3 <sup>2</sup>	—	—	—	—	—	—
Transfers out of Level 3 <sup>2</sup>	—	—	—	—	—	—
<b>Balance, end of period</b>	<b>\$ 225</b>	<b>\$ 3,654</b>	<b>\$ 3,174</b>	<b>\$ 8,328</b>	<b>\$ 951</b>	<b>\$ 16,332</b>
<b>Total gains (losses) for the period included in net investment income</b>	<b>\$ 1</b>	<b>\$ 81</b>	<b>\$ 27</b>	<b>\$ (140)</b>	<b>\$ (13)</b>	<b>\$ (44)</b>
<b>Change in unrealized gains (losses) for the period included in earnings for assets held at March 31, 2023</b>	<b>\$ 1</b>	<b>\$ 81</b>	<b>\$ 27</b>	<b>\$ (140)</b>	<b>\$ (13)</b>	<b>\$ (44)</b>

<sup>1</sup> Amount of other comprehensive income for fair value through profit or loss bonds, mortgage loans and investment properties represents the unrealized gains (losses) on foreign exchange.

<sup>2</sup> Transfers into Level 3 are due primarily to decreased observability of inputs in valuation methodologies or the placement of redemption restrictions on investments in mutual and segregated funds. Transfers out of Level 3 are due primarily to increased observability of inputs in valuation methodologies as evidenced by corroboration of market prices with multiple pricing vendors or the lifting of redemption restrictions on investment in mutual and segregated funds.

<sup>3</sup> Includes investments in mutual and segregated funds where there are redemption restrictions. The fair value is based on observable, quoted prices.

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## 7. Fair Value Measurement (cont'd)

	December 31, 2022						
	Fair value through profit or loss bonds	Fair value through profit or loss mortgage loans	Fair value through profit or loss stocks <sup>3</sup>	Available for-sale stocks	Investment properties	Trading account assets	Total Level 3 assets
Balance, beginning of year	\$ 100	\$ 2,609	\$ 1,680	\$ 204	\$ 7,763	\$ 531	\$ 12,887
Impact of application of IFRS 9 overlay	45	6	349	(204)	—	—	196
Revised balance, beginning of year	145	2,615	2,029	—	7,763	531	13,083
Total gains (losses)							
Included in net earnings	(12)	(644)	225	—	(41)	(125)	(597)
Included in other comprehensive income <sup>1</sup>	—	(70)	(7)	—	(42)	30	(89)
Purchases	82	—	924	—	710	710	2,426
Issues	—	1,631	—	—	—	—	1,631
Sales	(20)	—	(142)	—	(55)	(168)	(385)
Settlements	—	(161)	—	—	—	—	(161)
Other	—	—	—	—	9	—	9
Transfers into Level 3 <sup>2</sup>	—	—	—	—	—	12	12
Transfers out of Level 3 <sup>2</sup>	—	—	—	—	—	(50)	(50)
Balance, end of year	<u>\$ 195</u>	<u>\$ 3,371</u>	<u>\$ 3,029</u>	<u>\$ —</u>	<u>\$ 8,344</u>	<u>\$ 940</u>	<u>\$ 15,879</u>
Total gains (losses) for the year included in net investment income	<u>\$ (12)</u>	<u>\$ (644)</u>	<u>\$ 225</u>	<u>\$ —</u>	<u>\$ (41)</u>	<u>\$ (125)</u>	<u>\$ (597)</u>
Change in unrealized gains (losses) for the year included in earnings for assets held at December 31, 2022	<u>\$ (12)</u>	<u>\$ (642)</u>	<u>\$ 199</u>	<u>\$ —</u>	<u>\$ (34)</u>	<u>\$ (126)</u>	<u>\$ (615)</u>

<sup>1</sup> Amount of other comprehensive income for fair value through profit or loss bonds, mortgage loans and investment properties represents the unrealized gains (losses) on foreign exchange.

<sup>2</sup> Transfers into Level 3 are due primarily to decreased observability of inputs in valuation methodologies or the placement of redemption restrictions on investments in mutual and segregated funds. Transfers out of Level 3 are due primarily to increased observability of inputs in valuation methodologies as evidenced by corroboration of market prices with multiple pricing vendors or the lifting of redemption restrictions on investment in mutual and segregated funds.

<sup>3</sup> Includes investments in mutual and segregated funds where there are redemption restrictions. The fair value is based on observable, quoted prices.

7. Fair Value Measurement (cont'd)

The following sets out information about significant unobservable inputs used at period-end in measuring assets and liabilities categorized as Level 3 in the fair value hierarchy:

Type of asset	Valuation approach	Significant unobservable input	Input value	Inter-relationship between key unobservable inputs and fair value measurement
Investment properties	Investment property valuations are generally determined using property valuation models based on expected capitalization rates and models that discount expected future net cash flows. The determination of the fair value of investment property requires the use of estimates such as future cash flows (such as future leasing assumptions, rental rates, capital and operating expenditures) and discount, reversionary and overall capitalization rates applicable to the asset based on current market rates.	Discount rate  Reversionary rate  Vacancy rate	Range of 4.0% - 16.1%  Range of 4.0% - 7.8%  Weighted average of 2.8%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.  A decrease in the reversionary rate would result in an increase in fair value. An increase in the reversionary rate would result in a decrease in fair value.  A decrease in the expected vacancy rate would generally result in an increase in fair value. An increase in the expected vacancy rate would generally result in a decrease in fair value.
Mortgage loans - equity release mortgages (fair value through profit or loss)	The valuation approach for equity release mortgages is to use an internal valuation model to determine the projected asset cash flows, including the stochastically calculated cost of the no negative equity guarantee for each individual loan, to aggregate these across all loans and to discount those cash flows back to the valuation date. The projection is done monthly until expected redemption of the loan either voluntarily or on the death/entering into long term care of the loanholders.	Discount rate	Range of 4.3% - 7.0%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.
Stocks	The determination of the fair value of stocks requires the use of estimates such as future cash flows, discount rates, projected earnings multiples, or recent transactions.	Discount rate	Various	A decrease in the discount rate would result in an increase in fair value.  An increase in the discount rate would result in a decrease in fair value.

**8. Insurance Revenue**

	For the three months ended March 31	
	2023	2022
<b>Contracts not measured under the PAA</b>		
Amounts relating to changes in liabilities for remaining coverage		
Experience adjustments	\$ (14)	\$ (53)
CSM recognized for services provided	307	282
Change in risk adjustment for non-financial risk for risk expired	149	165
Expected incurred claims and other insurance service expenses	2,243	2,284
Recovery of insurance acquisition cash flows	138	104
	\$ 2,823	\$ 2,782
<b>Contracts measured under the PAA</b>	<b>2,214</b>	<b>1,998</b>
<b>Total insurance revenue</b>	<b>\$ 5,037</b>	<b>\$ 4,780</b>

**9. Insurance Service and Other Operating and Administrative Expenses**

	For the three months ended March 31	
	2023	2022
Claims and benefits incurred	\$ 3,446	\$ 3,260
Allocation of premium directly to recovery of insurance acquisition cash flows	173	163
Adjustments to the liability for incurred claims	(86)	(130)
Losses and reversal of losses on onerous insurance contracts	14	5
Salaries and other employee benefits	1,258	1,077
General and administrative	476	343
Interest expense on leases	5	5
Depreciation of fixed assets	24	27
Depreciation of right-of-use assets	17	16
Commissions	460	459
<b>Total expenses</b>	<b>5,787</b>	<b>5,225</b>
<b>Represented by:</b>		
Insurance service expenses	\$ 3,995	\$ 3,737
Other operating and administrative expenses	1,792	1,488
<b>Total expenses</b>	<b>\$ 5,787</b>	<b>\$ 5,225</b>

**10. Insurance Contracts**

	<b>March 31, 2023</b>	December 31, 2022
<b>Insurance contract liabilities</b>		
Insurance contract balances	\$ 138,937	\$ 135,609
Assets for insurance acquisition cash flows	(172)	(171)
Total non-segregated fund insurance contracts	138,765	135,438
Segregated fund insurance contracts (note 12)	59,435	57,841
<b>Total</b>	<b>\$ 198,200</b>	<b>\$ 193,279</b>
 <b>Insurance contract assets</b>		
Insurance contract balances	\$ 1,161	\$ 1,142
Assets for insurance acquisition cash flows	(3)	(2)
<b>Total</b>	<b>\$ 1,158</b>	<b>\$ 1,140</b>

Included in the insurance contract balances are policyholder loans of \$9,013 and funds withheld on reinsurance contracts issued by the Company of \$4,152 (\$8,999 and \$4,105 respectively as at December 31, 2022).

Note 10(a) provides an analysis of the insurance contract liability and asset balances, including segregated fund balances, but excluding the assets for insurance acquisition cash flows.

Note 10(b) provides an analysis of the insurance contract liability and asset balances, including segregated fund balances, but excluding the assets for insurance acquisition cash flows, for insurance contracts not measured under PAA.

Note 10(e) provides analysis on the asset for insurance acquisition cash flows.

10. Insurance Contracts (cont'd)

(a) Analysis by remaining coverage and incurred claims

Insurance Contracts	March 31, 2023					
	Liability for remaining coverage		Liability for incurred claims			Total
	Excluding loss component	Loss component	Contracts not under PAA	Contracts under PAA		
Estimates of present value of future cash flows				Risk adjustment for non-financial risk		
Opening assets	\$ (1,277)	\$ 2	\$ 197	\$ (64)	\$ —	\$ (1,142)
Opening liabilities	176,346	199	3,366	12,994	545	193,450
<b>Net opening balance</b>	<b>\$ 175,069</b>	<b>\$ 201</b>	<b>\$ 3,563</b>	<b>\$ 12,930</b>	<b>\$ 545</b>	<b>\$ 192,308</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>						
Insurance revenue	(5,037)	—	—	—	—	(5,037)
Insurance service expenses						
Incurred claims and other insurance service expenses	—	(6)	2,327	1,517	56	3,894
Amortization of insurance acquisition cash flows	173	—	—	—	—	173
Losses and reversal of losses on onerous contracts	—	14	—	—	—	14
Adjustments to liabilities for incurred claims	—	—	(4)	(19)	(63)	(86)
	173	8	2,323	1,498	(7)	3,995
Investment components	(2,518)	—	1,818	700	—	—
Total changes in insurance service result	(7,382)	8	4,141	2,198	(7)	(1,042)
Net finance expenses from insurance contracts	4,933	5	1,292	344	17	6,591
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ (2,449)</b>	<b>\$ 13</b>	<b>\$ 5,433</b>	<b>\$ 2,542</b>	<b>\$ 10</b>	<b>\$ 5,549</b>
<b>Cash flows</b>						
Premiums received	\$ 7,135	\$ —	\$ —	\$ —	\$ —	\$ 7,135
Incurred claims paid and other insurance service expenses paid	(15)	—	(5,345)	(2,215)	—	(7,575)
Insurance acquisition cash flows	(223)	—	—	—	—	(223)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(8)	—	—	—	—	(8)
Other cash flows <sup>1</sup>	179	—	—	—	—	179
<b>Total cash flows</b>	<b>\$ 7,068</b>	<b>\$ —</b>	<b>\$ (5,345)</b>	<b>\$ (2,215)</b>	<b>\$ —</b>	<b>\$ (492)</b>
Other movements <sup>2</sup>	(154)	—	—	—	—	(154)
<b>Net closing balance</b>	<b>\$ 179,534</b>	<b>\$ 214</b>	<b>\$ 3,651</b>	<b>\$ 13,257</b>	<b>\$ 555</b>	<b>\$ 197,211</b>
Recorded in:						
Closing assets	\$ (1,899)	\$ 4	\$ 779	\$ (45)	\$ —	\$ (1,161)
Closing liabilities	181,433	210	2,872	13,302	555	198,372
<b>Net closing balance</b>	<b>\$ 179,534</b>	<b>\$ 214</b>	<b>\$ 3,651</b>	<b>\$ 13,257</b>	<b>\$ 555</b>	<b>\$ 197,211</b>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via funding component balance (FCB), claims to be settled via FCB, net settlement, and other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

10. Insurance Contracts (cont'd)

Insurance Contracts

December 31, 2022

	Liability for remaining coverage		Liability for incurred claims				Total
	Excluding loss component	Loss component	Contracts not under PAA	Contracts under PAA		Risk adjustment for non-financial risk	
				Estimates of present value of future cash flows			
Opening assets	\$ (2,125)	\$ —	\$ 730	\$ (138)	\$ —	\$ (1,533)	
Opening liabilities	205,431	181	2,963	14,155	595	223,325	
Net opening balance	\$ 203,306	\$ 181	\$ 3,693	\$ 14,017	\$ 595	\$ 221,792	
Changes in the Consolidated Statements of Earnings and Comprehensive Income							
Insurance revenue	(19,638)	—	—	—	—	(19,638)	
Insurance service expenses							
Incurred claims and other insurance service expenses	—	(26)	8,848	5,668	344	14,834	
Amortization of insurance acquisition cash flows	635	—	—	—	—	635	
Losses and reversal of losses on onerous contracts	—	61	—	—	—	61	
Adjustments to liabilities for incurred claims	—	—	(66)	105	(299)	(260)	
	635	35	8,782	5,773	45	15,270	
Investment components	(9,018)	—	6,072	2,946	—	—	
Total changes in insurance service result	(28,021)	35	14,854	8,719	45	(4,368)	
Net finance expenses from insurance contracts	(27,829)	(15)	4,397	(1,498)	(95)	(25,040)	
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	\$ (55,850)	\$ 20	\$ 19,251	\$ 7,221	\$ (50)	\$ (29,408)	
Cash flows							
Premiums received	\$ 30,508	\$ —	\$ —	\$ —	\$ —	\$ 30,508	
Incurred claims paid and other insurance service expenses paid	(55)	—	(19,362)	(8,280)	—	(27,697)	
Insurance acquisition cash flows	(832)	—	—	—	—	(832)	
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(98)	—	—	—	—	(98)	
Other cash flows <sup>1</sup>	898	—	—	—	—	898	
Total cash flows	\$ 30,421	\$ —	\$ (19,362)	\$ (8,280)	\$ —	\$ 2,779	
Other movements <sup>2</sup>	(2,982)	—	(19)	(28)	—	(3,029)	
Impact of acquisitions/dispositions <sup>3</sup>	174	—	—	—	—	174	
Net closing balance	\$ 175,069	\$ 201	\$ 3,563	\$ 12,930	\$ 545	\$ 192,308	
Recorded in:							
Closing assets	\$ (1,277)	\$ 2	\$ 197	\$ (64)	\$ —	\$ (1,142)	
Closing liabilities	176,346	199	3,366	12,994	545	193,450	
Net closing balance	\$ 175,069	\$ 201	\$ 3,563	\$ 12,930	\$ 545	\$ 192,308	

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlement, and other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

<sup>3</sup> On April 1, 2022, the Company completed the acquisition of the full-service retirement services business of Prudential Financial, Inc. The contributions of the acquired business to the Company's overall results have been presented separately for the comparative period.



10. Insurance Contracts (cont'd)

**(b) Analysis by measurement component for insurance contracts not measured under PAA**

Insurance Contracts	March 31, 2023			
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	CSM	Total
Opening assets	\$ (4,271)	\$ 515	\$ 2,773	\$ (983)
Opening liabilities	163,119	6,036	11,361	180,516
<b>Net opening balance</b>	<b>\$ 158,848</b>	<b>\$ 6,551</b>	<b>\$ 14,134</b>	<b>\$ 179,533</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>				
Changes that relate to current service				
CSM recognized for services provided	—	—	(307)	(307)
Change in risk adjustment for non-financial risk for risk expired	—	(149)	—	(149)
Experience adjustments	91	—	—	91
Changes that relate to future service				
Contracts initially recognized in the period	(199)	68	136	5
Changes in estimates that adjust the CSM	64	10	(74)	—
Changes in estimates that result in losses and reversal of losses on onerous contracts	8	3	—	11
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(4)	—	—	(4)
Total changes in insurance service result	(40)	(68)	(245)	(353)
Net finance expenses from insurance contracts	1,550	260	37	1,847
Effect of movement in exchanges rates	571	47	90	708
Change in fair value of underlying items	3,670	—	—	3,670
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ 5,751</b>	<b>\$ 239</b>	<b>\$ (118)</b>	<b>\$ 5,872</b>
<b>Cash flows</b>				
Premiums received	\$ 4,255	\$ —	\$ —	\$ 4,255
Incurred claims paid and other insurance service expenses paid	(5,361)	—	—	(5,361)
Insurance acquisition cash flows	(192)	—	—	(192)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	—	—	—	—
Other cash flows <sup>1</sup>	177	—	—	177
<b>Total cash flows</b>	<b>\$ (1,121)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (1,121)</b>
Other movements <sup>2</sup>	(154)	—	—	(154)
<b>Net closing balance</b>	<b>\$ 163,324</b>	<b>\$ 6,790</b>	<b>\$ 14,016</b>	<b>\$ 184,130</b>
Recorded in:				
Closing assets	\$ (6,416)	\$ 1,516	\$ 3,882	\$ (1,018)
Closing liabilities	169,740	5,274	10,134	185,148
<b>Net closing balance</b>	<b>\$ 163,324</b>	<b>\$ 6,790</b>	<b>\$ 14,016</b>	<b>\$ 184,130</b>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

10. Insurance Contracts (cont'd)

Insurance Contracts	December 31, 2022			
	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	CSM	Total
Opening assets	\$ (7,289)	\$ 2,376	\$ 3,609	\$ (1,304)
Opening liabilities	192,896	7,067	9,447	209,410
Net opening balance	<u>\$ 185,607</u>	<u>\$ 9,443</u>	<u>\$ 13,056</u>	<u>\$ 208,106</u>
Changes in the Consolidated Statements of Earnings and Comprehensive Income				
Changes that relate to current service				
CSM recognized for services provided	—	—	(1,169)	(1,169)
Change in risk adjustment for non-financial risk for risk expired	—	(638)	—	(638)
Experience adjustments	140	1	—	141
Changes that relate to future service				
Contracts initially recognized in the year	(1,138)	385	766	13
Changes in estimates that adjust the CSM	(958)	(112)	1,069	(1)
Changes in estimates that result in losses and reversal of losses on onerous contracts	21	21	—	42
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(68)	1	—	(67)
Total changes in insurance service result	<u>(2,003)</u>	<u>(342)</u>	<u>666</u>	<u>(1,679)</u>
Net finance expenses from insurance contracts	(11,498)	(2,497)	116	(13,879)
Effect of movement in exchanges rates	254	(83)	2	173
Change in fair value of underlying items	<u>(9,713)</u>	<u>—</u>	<u>—</u>	<u>(9,713)</u>
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	<u>\$ (22,960)</u>	<u>\$ (2,922)</u>	<u>\$ 784</u>	<u>\$ (25,098)</u>
Cash flows				
Premiums received	\$ 18,672	\$ —	\$ —	\$ 18,672
Incurred claims paid and other insurance service expenses paid	(19,417)	—	—	(19,417)
Insurance acquisition cash flows	(746)	—	—	(746)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	—	—	—	—
Fee transfers from the segregated fund	(52)	—	—	(52)
Other cash flows <sup>1</sup>	936	—	—	936
Total cash flows	<u>\$ (607)</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ (607)</u>
Other movements <sup>2</sup>	(3,042)	—	—	(3,042)
Impact of acquisitions/dispositions <sup>3</sup>	(150)	30	294	174
Net closing balance	<u>\$ 158,848</u>	<u>\$ 6,551</u>	<u>\$ 14,134</u>	<u>\$ 179,533</u>
Recorded in:				
Closing assets	\$ (4,271)	\$ 515	\$ 2,773	\$ (983)
Closing liabilities	163,119	6,036	11,361	180,516
Net closing balance	<u>\$ 158,848</u>	<u>\$ 6,551</u>	<u>\$ 14,134</u>	<u>\$ 179,533</u>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

<sup>3</sup> On April 1, 2022, the Company completed the acquisition of the full-service retirement services business of Prudential Financial, Inc. The contributions of the acquired business to the Company's overall results have been presented separately for the comparative period.

10. Insurance Contracts (cont'd)

**(c) Effect on measurement components of contracts initially recognized in the period**

Insurance Contracts	March 31, 2023		
	Profitable contracts issued	Onerous contracts issued	Total
Insurance acquisition cash flows	\$ 69	\$ 13	\$ 82
Claims and other insurance service expenses payable	2,053	24	2,077
Estimates of present value of cash outflows	2,122	37	2,159
Estimates of present value of cash inflows	(2,320)	(38)	(2,358)
Risk adjustment for non-financial risk	62	6	68
CSM	136	—	136
<b>Total losses recognized on initial recognition</b>	<b>\$ —</b>	<b>\$ 5</b>	<b>\$ 5</b>

Insurance Contracts	December 31, 2022		
	Profitable contracts issued	Onerous contracts issued	Total
Insurance acquisition cash flows	\$ 343	\$ 64	\$ 407
Claims and other insurance service expenses payable	10,753	526	11,279
Estimates of present value of cash outflows	11,096	590	11,686
Estimates of present value of cash inflows	(12,155)	(669)	(12,824)
Risk adjustment for non-financial risk	296	89	385
CSM	755	11	766
Total losses recognized on initial recognition	<b>\$ (8)</b>	<b>\$ 21</b>	<b>\$ 13</b>

The Company did not acquire any insurance contracts held through transfer or business combination.

**(d) Expected remaining CSM recognition**

	Insurance Contracts							Total
	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	
March 31, 2023	\$ 1,140	\$ 1,053	\$ 975	\$ 902	\$ 833	\$ 4,344	\$ 4,769	\$ 14,016
December 31, 2022	1,139	1,060	972	899	832	4,342	4,890	14,134

**(e) Analysis of the Asset for Insurance Acquisition Cash Flows**

	March 31, 2023	December 31, 2022
<b>Balance, beginning of year</b>	<b>\$ (171)</b>	<b>\$ (162)</b>
Insurance acquisition cash flows paid in the period	(9)	(107)
Insurance acquisition cash flows allocated to groups of insurance contracts recognized in the period	8	98
<b>Balance, end of period</b>	<b>\$ (172)</b>	<b>\$ (171)</b>

10. Insurance Contracts (cont'd)

**(f) Expected Derecognition of the Asset for Insurance Acquisition Cash Flows**

	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	Total
<b>March 31, 2023</b>	\$ 29	\$ 27	\$ 25	\$ 23	\$ 20	\$ 48	\$ —	172
December 31, 2022	29	27	25	23	21	46	—	171

**(g) Insurance Risk**

The earnings and CSM sensitivities illustrated in the table below represent impacts as at December 31, 2022 under the Company's current accounting policies as at March 31, 2023, including accounting for insurance contracts under IFRS 17. The Company's insurance risk sensitivities at March 31, 2023 have not changed significantly from the amounts disclosed in the table below.

	Net earnings	CSM
2% Life mortality increase	\$ 25	\$ (325)
2% Annuity mortality decrease	200	(650)
5% Morbidity adverse change	(100)	(125)
5% Expense increase	—	(175)
10% Adverse change in policy termination and renewal	150	(1,100)

These sensitivities reflect the impact on earnings and CSM of an immediate change in assumptions on the value of insurance contract liabilities. The impact on shareholders' equity equals the net earnings impact.

Most assumption changes directly impact CSM under IFRS 17, rather than earnings. For products measured under the GMM, there is a second-order impact, which captures the difference between the assumption change impact measured at prevailing discount rates and the impact under locked-in discount rates. Most locked-in rates for the calculation of CSM impacts were struck at January 1, 2022 for the in-force portfolio. Given the significant rise in interest rates in 2022, the prevailing discount rates now differ significantly from the lock-in discount rates. Therefore under current market conditions, an assumption change which strengthens liabilities will be measured at lower interest rates in the CSM than prevailing rates, leading to a liability strengthening offset by CSM reduction and an increase to earnings due to the interest rate effects.

The CSM outlined above is presented net of reinsurance held.

## 11. Reinsurance Contracts Held

	March 31, 2023	December 31, 2022
<b>Reinsurance Contracts Held</b>		
Assets	\$ 17,601	\$ 17,571
Liabilities	(549)	(537)

Included in the reinsurance contracts held amounts are funds withheld by the Company under reinsurance contracts of \$1,078 (\$1,039 as at December 31, 2022).

Note 11(a) provides an analysis of the reinsurance contract held liability and asset balances.

Note 11(b) provides an analysis of the reinsurance contract held liability and asset balances for reinsurance contracts held not measured under PAA.

### (a) Analysis by remaining coverage and incurred claims

	March 31, 2023					
	Remaining coverage component			Incurred claims component		
	Excluding loss recovery component	Loss recovery component	Contracts not under the PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Total
Opening assets	\$ 16,212	\$ 76	\$ 952	\$ 320	\$ 11	\$ 17,571
Opening liabilities	(760)	—	223	—	—	(537)
<b>Net opening balance</b>	<b>\$ 15,452</b>	<b>\$ 76</b>	<b>\$ 1,175</b>	<b>\$ 320</b>	<b>\$ 11</b>	<b>\$ 17,034</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>						
Net expenses from reinsurance contracts	\$ (892)	\$ 4	\$ 344	\$ 202	\$ —	\$ (342)
Investment components	(27)	—	27	—	—	—
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers	111	1	25	2	—	139
Effect of changes in non-performance risk of reinsurers	—	—	—	—	—	—
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ (808)</b>	<b>\$ 5</b>	<b>\$ 396</b>	<b>\$ 204</b>	<b>\$ —</b>	<b>\$ (203)</b>
<b>Cash flows</b>						
Premiums paid	832	—	—	—	—	832
Incurred claims received and other insurance service amounts received	—	—	(246)	(223)	—	(469)
Other cash flows <sup>1</sup>	12	—	—	—	—	12
<b>Total cash flows</b>	<b>\$ 844</b>	<b>\$ —</b>	<b>\$ (246)</b>	<b>\$ (223)</b>	<b>\$ —</b>	<b>\$ 375</b>
Other movements <sup>2</sup>	(154)	—	—	—	—	(154)
<b>Net closing balance</b>	<b>\$ 15,334</b>	<b>\$ 81</b>	<b>\$ 1,325</b>	<b>\$ 301</b>	<b>\$ 11</b>	<b>\$ 17,052</b>
Recorded in:						
Closing assets	\$ 16,143	\$ 81	\$ 1,064	\$ 302	\$ 11	\$ 17,601
Closing liabilities	(809)	—	261	(1)	—	(549)
<b>Net closing balance</b>	<b>\$ 15,334</b>	<b>\$ 81</b>	<b>\$ 1,325</b>	<b>\$ 301</b>	<b>\$ 11</b>	<b>\$ 17,052</b>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

# GREAT-WEST LIFECO INC.

## 11. Reinsurance Contracts Held (cont'd)

Reinsurance Contracts Held	December 31, 2022					
	Remaining coverage component		Incurred claims component			
	Excluding loss recovery component	Loss recovery component	Contracts not under the PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Total
Opening assets	\$ 20,425	\$ 65	\$ 1,003	\$ 342	\$ 8	\$ 21,843
Opening liabilities	(1,314)	—	24	—	—	(1,290)
Net opening balance	\$ 19,111	\$ 65	\$ 1,027	\$ 342	\$ 8	\$ 20,553
Changes in the Consolidated Statements of Earnings and Comprehensive Income						
Net expenses from reinsurance contracts	\$ (3,536)	\$ 17	\$ 1,196	\$ 788	\$ 6	\$ (1,529)
Investment components	(63)	—	63	—	—	—
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers	(432)	(6)	(45)	(15)	(3)	(501)
Effect of changes in non-performance risk of reinsurers	—	—	—	—	—	—
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	\$ (4,031)	\$ 11	\$ 1,214	\$ 773	\$ 3	\$ (2,030)
Cash flows						
Premiums paid	3,295	—	—	—	—	3,295
Incurred claims received and other insurance service amounts received	—	—	(1,034)	(794)	—	(1,828)
Other cash flows	29	—	—	—	—	29
Total cash flows	\$ 3,324	\$ —	\$ (1,034)	\$ (794)	\$ —	\$ 1,496
Other movements <sup>2</sup>	(2,952)	—	(32)	(1)	—	(2,985)
Net closing balance	\$ 15,452	\$ 76	\$ 1,175	\$ 320	\$ 11	\$ 17,034
Recorded in:						
Closing assets	\$ 16,212	\$ 76	\$ 952	\$ 320	\$ 11	\$ 17,571
Closing liabilities	(760)	—	223	—	—	(537)
Net closing balance	\$ 15,452	\$ 76	\$ 1,175	\$ 320	\$ 11	\$ 17,034

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

11. Reinsurance Contracts Held (cont'd)

(b) Analysis by measurement component for reinsurance contracts held not measured under PAA

Reinsurance Contracts Held	March 31, 2023			
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	CSM	Total
Opening assets	\$ 15,791	\$ 1,062	\$ 514	\$ 17,367
Opening liabilities	(1,458)	429	497	(532)
<b>Net opening balance</b>	<b>\$ 14,333</b>	<b>\$ 1,491</b>	<b>\$ 1,011</b>	<b>\$ 16,835</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>				
Changes that relate to current service				
CSM recognized for services received	\$ —	\$ —	\$ (23)	\$ (23)
Change in risk adjustment for non-financial risk for risk expired	—	(36)	—	(36)
Experience adjustments	22	—	—	22
Changes that relate to future service				
Contracts initially recognized in the period	(24)	24	3	3
Changes in estimates that adjust the CSM	27	1	(28)	—
Changes in estimates that result in losses and reversal of losses on onerous contacts	1	2	—	3
Changes that relate to past service				
Changes to incurred claims component	1	—	—	1
Changes in amounts recoverable arising from changes in liability for incurred claims	1	—	—	1
Experience adjustments relating to past service	—	—	—	—
Net expenses from reinsurance contracts	28	(9)	(48)	(29)
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers	56	70	10	136
Effect of changes in non-performance risk of reinsurers	—	—	—	—
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ 84</b>	<b>\$ 61</b>	<b>\$ (38)</b>	<b>\$ 107</b>
<b>Cash flows</b>				
Premiums paid	\$ 293	\$ —	\$ —	\$ 293
Incurred claims received and other insurance service amounts received	(245)	—	—	(245)
Other cash flows <sup>1</sup>	12	—	—	12
<b>Total cash flows</b>	<b>\$ 60</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 60</b>
Other movements <sup>2</sup>	(154)	—	—	(154)
<b>Net closing balance</b>	<b>\$ 14,323</b>	<b>\$ 1,552</b>	<b>\$ 973</b>	<b>\$ 16,848</b>
Recorded in:				
Closing assets	\$ 15,682	\$ 1,188	\$ 521	\$ 17,391
Closing liabilities	(1,359)	364	452	(543)
<b>Net closing balance</b>	<b>\$ 14,323</b>	<b>\$ 1,552</b>	<b>\$ 973</b>	<b>\$ 16,848</b>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

11. Reinsurance Contracts Held (cont'd)

Reinsurance Contracts Held	December 31, 2022			
	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	CSM	Total
Opening assets	\$ 19,427	\$ 1,496	\$ 705	\$ 21,628
Opening liabilities	(2,123)	472	371	(1,280)
Net opening balance	<u>\$ 17,304</u>	<u>\$ 1,968</u>	<u>\$ 1,076</u>	<u>\$ 20,348</u>
Changes in the Consolidated Statements of Earnings and Comprehensive Income				
Changes that relate to current service				
CSM recognized for services received	\$ —	\$ —	\$ (95)	\$ (95)
Change in risk adjustment for non-financial risk for risk expired	—	(153)	—	(153)
Experience adjustments	(54)	—	—	(54)
Changes that relate to future service				
Contracts initially recognized in the year	(113)	74	53	14
Changes in estimates that adjust the CSM	(39)	72	(44)	(11)
Changes in estimates that result in losses and reversal of losses on onerous contracts	5	11	—	16
Changes that relate to past service				
Changes to incurred claims component	—	—	—	—
Changes in amounts recoverable arising from changes in liability for incurred claims	18	1	—	19
Experience adjustments relating to past service	—	—	—	—
Net expenses from reinsurance contracts	(183)	5	(86)	(264)
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers	(28)	(482)	21	(489)
Effect of changes in non-performance risk of reinsurers	—	—	—	—
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	<u>\$ (211)</u>	<u>\$ (477)</u>	<u>\$ (65)</u>	<u>\$ (753)</u>
Cash flows				
Premiums paid	\$ 1,231	\$ —	\$ —	\$ 1,231
Incurred claims received and other insurance service amounts received	(1,035)	—	—	(1,035)
Other cash flows <sup>1</sup>	29	—	—	29
Total cash flows	<u>\$ 225</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 225</u>
Other movements <sup>2</sup>	(2,985)	—	—	(2,985)
Net closing balance	<u>\$ 14,333</u>	<u>\$ 1,491</u>	<u>\$ 1,011</u>	<u>\$ 16,835</u>
Recorded in:				
Closing assets	\$ 15,791	\$ 1,062	\$ 514	\$ 17,367
Closing liabilities	(1,458)	429	497	(532)
Net closing balance	<u>\$ 14,333</u>	<u>\$ 1,491</u>	<u>\$ 1,011</u>	<u>\$ 16,835</u>

<sup>1</sup> Other cash flows includes transfer to/from segregated funds, premiums to be settled via FCB, claims to be settled via FCB, net settlements, other cash flows from policy loans.

<sup>2</sup> Other movements represent changes in the expected fulfillment cash flows on certain reinsurance contracts held where the Company has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.



11. Reinsurance Contracts Held (cont'd)

(c) Effect on measurement components of contracts initially recognized in the period

Reinsurance Contracts Held	March 31, 2023	December 31, 2022
Estimates of present value of cash outflows	\$ 396	\$ 1,199
Estimates of present value of cash inflows	(372)	(1,086)
Risk adjustment for non-financial risk	(24)	(74)
Income recognized on initial recognition	3	14
<b>CSM</b>	<b>\$ (3)</b>	<b>\$ (53)</b>

The Company did not acquire any reinsurance contracts held through transfer or business combination.

(d) Expected remaining CSM recognition

	Reinsurance Contracts Held							Total
	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	
March 31, 2023	\$ (98)	\$ (89)	\$ (78)	\$ (73)	\$ (64)	\$ (509)	\$ (62)	\$ (973)
December 31, 2022	(91)	(82)	(75)	(68)	(61)	(494)	(140)	(1,011)

12. Segregated Funds and Other Structured Entities

The following presents further details of the investments, determined in accordance with the relevant statutory reporting requirements of each region of the Company's operations, on account of segregated fund policyholders:

(a) Investments on account of segregated fund policyholders

	March 31 2023	December 31 2022 <sup>1</sup>
Cash and cash equivalents	\$ 15,187	\$ 14,562
Bonds	72,893	69,371
Mortgage loans	2,080	2,159
Stocks and units in unit trusts	123,633	117,863
Mutual funds	178,082	168,459
Investment properties	12,907	13,035
	<b>404,782</b>	<b>385,449</b>
Accrued income	829	692
Other liabilities	(5,585)	(4,647)
Non-controlling mutual funds interest	5,120	6,388
<b>Total<sup>2</sup></b>	<b>\$ 405,146</b>	<b>\$ 387,882</b>

<sup>1</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

<sup>2</sup> At March 31, 2023, \$67,679 of investments on account of segregated fund policyholders are reinsured by the Company on a modified coinsurance basis (\$66,283 at December 31, 2022). Included in this amount are \$276 of cash and cash equivalents, \$12,343 of bonds, \$15 of stocks and units in unit trusts, \$55,121 of mutual funds, \$90 of accrued income and \$(166) of other liabilities.

12. Segregated Funds and Other Structured Entities (cont'd)

**(b) Insurance and investment contracts on account of segregated fund policyholders**

	March 31 2023	December 31 2022
Insurance contracts on account of segregated fund policyholder	\$ 59,435	\$ 57,841
Investment contracts on account of segregated fund policyholder	345,711	330,041
	\$ 405,146	\$ 387,882

**(c) Contracts on account of segregated fund policyholders**

	For the three months ended March 31	
	2023	2022 <sup>1</sup>
<b>Balance, beginning of year</b>	\$ 387,882	\$ 357,419
Additions (deductions):		
Policyholder deposits	14,905	8,273
Net investment income	861	446
Net realized capital gains on investments	65	1,786
Net unrealized capital gains (losses) on investments	14,724	(18,131)
Unrealized gains (losses) due to changes in foreign exchange rates	1,953	(7,296)
Policyholder withdrawals	(14,028)	(8,957)
Change in Segregated Fund investment in General Fund	13	21
Change in General Fund investment in Segregated Fund	2	(9)
Net transfer from (to) General Fund	37	(5)
Non-controlling mutual funds interest	(1,268)	671
<b>Total</b>	17,264	(23,201)
<b>Balance, end of period</b>	\$ 405,146	\$ 334,218

<sup>1</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

**(d) Contracts on account of segregated fund policyholders by fair value hierarchy level**

	March 31, 2023			
	Level 1	Level 2	Level 3	Total
<b>Investment contracts on account of segregated fund policyholders<sup>1</sup></b>	\$ 278,495	\$ 117,082	\$ 14,550	\$ 410,127

<sup>1</sup> Excludes other liabilities, net of other assets, of \$4,981.

12. Segregated Funds and Other Structured Entities (cont'd)

	December 31, 2022			
	Level 1	Level 2	Level 3	Total
Investment contracts on account of segregated fund policyholders <sup>1,2</sup>	\$ 270,892	\$ 106,720	\$ 14,455	\$ 392,067

<sup>1</sup> Excludes other liabilities, net of other assets, of \$4,185.

<sup>2</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

During the first three months of 2023, certain foreign stock holdings valued at \$4,580 have been transferred from Level 1 to Level 2 (\$2,301 were transferred from Level 2 to Level 1 at December 31, 2022) primarily based on the Company's change in use of inputs in addition to quoted prices in active markets for certain foreign stock holdings. Level 2 assets include those assets where fair value is not available from normal market pricing sources, where inputs are utilized in addition to quoted prices in active markets and where the Company does not have access to the underlying asset details within an investment fund.

The following presents additional information about the Company's investments on account of segregated fund policyholders for which the Company has utilized Level 3 inputs to determine fair value:

	March 31 2023	December 31 2022
<b>Balance, beginning of year</b>	<b>\$ 14,455</b>	<b>\$ 13,822</b>
Total gains (losses) included in segregated fund investment income	(167)	(310)
Purchases	300	1,011
Sales	(11)	(366)
Transfers into Level 3	7	343
Transfers out of Level 3	(34)	(45)
<b>Balance, end of period</b>	<b>\$ 14,550</b>	<b>\$ 14,455</b>

Transfers into Level 3 are due primarily to decreased observability of inputs in valuation methodologies. Transfers out of Level 3 are due primarily to increased observability of inputs in valuation methodologies as evidenced by corroboration of market prices with multiple pricing vendors.

**13. Share Capital**

Common Shares

	For the three months ended March 31			
	2023		2022	
	Number	Carrying value	Number	Carrying value
<b>Common shares</b>				
<b>Balance, beginning of year</b>	<b>931,853,110</b>	<b>\$ 5,791</b>	930,620,338	\$ 5,748
Exercised and issued under stock option plan	508,108	17	1,150,972	40
Purchased and cancelled under normal course issuer bid	(629,900)	(22)	—	—
Excess of redemption proceeds over stated capital per normal course issuer bid	—	18	—	—
<b>Balance, end of period</b>	<b>931,731,318</b>	<b>\$ 5,804</b>	<b>931,771,310</b>	<b>\$ 5,788</b>

During the three months ended March 31, 2023, 508,108 common shares were exercised under the Company's stock plan with a carrying value of \$17, including \$2 from contributed surplus transferred upon exercise (1,150,972 with a carrying value of \$40, including \$4 from contributed surplus transferred upon exercise during the three months ended March 31, 2022).

On January 25, 2023, the Company announced the renewal of its normal course issuer bid (NCIB) commencing January 27, 2023 and terminating January 26, 2024 to purchase for cancellation up to but not more than 20,000,000 of its common shares at market prices.

During the three months ended March 31, 2023, the Company repurchased and subsequently cancelled 629,900 common shares under the current NCIB at a cost of \$22 (nil during the three months ended March 31, 2022 under the previous NCIB). The Company's share capital was reduced by the average carrying value of the shares repurchased for cancellation. The excess paid over the average carrying value was \$18 and was recognized as a reduction to accumulated surplus during the three months ended March 31, 2023 (nil during the three months ended March 31, 2022 under the previous NCIB).

#### 14. Earnings Per Common Share

The following provides the reconciliation between basic and diluted earnings per common share:

	<b>For the three months ended March 31</b>	
	<b>2023</b>	<b>2022</b>
<b>Earnings</b>		
Net earnings	\$ 627	\$ 1,366
Preferred share dividends	(32)	(32)
<b>Net earnings - common shareholders</b>	<b>\$ 595</b>	<b>\$ 1,334</b>
<b>Number of common shares</b>		
Average number of common shares outstanding	932,015,857	931,317,508
Add: Potential exercise of outstanding stock options	928,968	2,060,419
<b>Average number of common shares outstanding - diluted basis</b>	<b>932,944,825</b>	<b>933,377,927</b>
<b>Basic earnings per common share</b>	<b>\$ 0.64</b>	<b>\$ 1.43</b>
<b>Diluted earnings per common share</b>	<b>\$ 0.64</b>	<b>\$ 1.43</b>
<b>Dividends per common share</b>	<b>\$ 0.52</b>	<b>\$ 0.49</b>

#### 15. Capital Management

##### (a) Policies and Objectives

Managing capital is the continual process of establishing and maintaining the quantity and quality of capital appropriate for the Company and ensuring capital is deployed in a manner consistent with the expectations of the Company's stakeholders. For these purposes, the Board considers the key stakeholders to be the Company's shareholders, policyholders and holders of subordinated liabilities in addition to the relevant regulators in the various jurisdictions where the Company and its subsidiaries operate.

The Company manages its capital on both a consolidated basis as well as at the individual operating subsidiary level. The primary objectives of the Company's capital management strategy are:

- to maintain the capitalization of its regulated operating subsidiaries at a level that will exceed the relevant minimum regulatory capital requirements in the jurisdictions in which they operate;
- to maintain strong credit and financial strength ratings of the Company ensuring stable access to capital markets; and
- to provide an efficient capital structure to maximize shareholders' value in the context of the Company's operational risks and strategic plans.

The target level of capitalization for the Company and its subsidiaries is assessed by considering various factors such as the probability of falling below the minimum regulatory capital requirements in the relevant operating jurisdiction, the views expressed by various credit rating agencies that provide financial strength and other ratings to the Company, and the desire to hold sufficient capital to be able to honour all policyholder and other obligations of the Company with a high degree of confidence.

The Company has established policies and procedures designed to identify, measure and report all material risks. Management is responsible for establishing capital management procedures for implementing and monitoring the capital plan.

The capital planning process is the responsibility of the Company's Chief Financial Officer. The capital plan is approved by the Company's Board of Directors on an annual basis. The Board of Directors reviews and approves all capital transactions undertaken by management.

15. Capital Management (cont'd)

**(b) Regulatory Capital**

In Canada, The Office of the Superintendent of Financial Institutions (OSFI) has established a regulatory capital adequacy measurement for life insurance companies incorporated under the Insurance Companies Act (Canada) and their subsidiaries.

The Life Insurance Capital Adequacy Test (LICAT) Ratio compares the regulatory capital resources of a company to its required capital, defined by OSFI, as the aggregate of all defined capital requirements. The total capital resources are provided by the sum of Available Capital, Surplus Allowance and Eligible Deposits.

The following provides a summary of the LICAT information and ratios for Canada Life:

	<b>March 31 2023</b>
<b>Tier 1 Capital</b>	<b>\$ 18,523</b>
<b>Tier 2 Capital</b>	<b>5,225</b>
<b>Total Available Capital</b>	<b>23,748</b>
<b>Surplus Allowance &amp; Eligible Deposits</b>	<b>5,322</b>
<b>Total Capital Resources</b>	<b><u>\$ 29,070</u></b>
<b>Required Capital</b>	<b><u>\$ 22,926</u></b>
<b>Total LICAT Ratio (OSFI Supervisory Target = 100%)<sup>1</sup></b>	<b><u>127 %</u></b>

<sup>1</sup> Total Ratio (%) = (Total Capital Resources / Required Capital)

Other foreign operations and foreign subsidiaries of the Company are required to comply with local capital or solvency requirements in their respective jurisdictions.

**16. Pension Plans and Other Post-Employment Benefits**

The total pension plans and other post-employment benefits expense included in operating expenses and other comprehensive income are as follows:

	<b>For the three months ended March 31</b>	
	<b>2023</b>	<b>2022</b>
Pension plans		
Service costs	\$ 70	\$ 69
Net interest	(3)	1
Curtailments	2	—
	<b>69</b>	<b>70</b>
Other post-employment benefits		
Service costs	1	1
Net interest	3	3
	<b>4</b>	<b>4</b>
Pension plans and other post-employment benefits (income) expense - Consolidated Statements of Earnings	<b>73</b>	<b>74</b>
Pension plans - re-measurements (gain) loss		
Actuarial (gain) loss	<b>234</b>	(845)
Return on assets (greater) less than assumed	<b>(113)</b>	467
Change in the asset ceiling	<b>(70)</b>	11
	<b>51</b>	<b>(367)</b>
Other post-employment benefits - re-measurements		
Actuarial (gain) loss	<b>6</b>	(45)
Pension plans and other post-employment benefits re-measurements - other comprehensive (income) loss	<b>57</b>	(412)
<b>Total pension plans and other post-employment benefits (income) expense including re-measurements</b>	<b>\$ 130</b>	<b>\$ (338)</b>

The following sets out the weighted average discount rate used to re-measure the defined benefit obligation for pension plans and other post-employment benefits at the following dates:

	<b>March 31</b>		<b>December 31</b>	
	<b>2023</b>	<b>2022</b>	<b>2022</b>	<b>2021</b>
Weighted average discount rate	<b>4.8 %</b>	3.5 %	5.0 %	2.6 %

**17. Income Taxes**

**(a) Income tax expense**

Income tax recognized in Consolidated Statements of Earnings:

	<b>For the three months ended March 31</b>	
	<b>2023</b>	<b>2022</b>
Current income taxes	\$ 175	\$ 131
Deferred income taxes	(146)	76
<b>Total income tax expense</b>	<b>\$ 29</b>	<b>\$ 207</b>

**(b) Effective Income Tax Rate**

The effective income tax rates are generally lower than the Company's statutory income tax rate of 28.0% due to benefits related to non-taxable investment income and lower income tax in certain foreign jurisdictions.

The overall effective income tax rate for the three months ended March 31, 2023 was 4.6% compared to 12.9% for the three months ended March 31, 2022. The effective income tax rate for the three months ended March 31, 2023 was lower than the effective income tax rate for the three months ended March 31, 2022 primarily due to jurisdictional mix of earnings and higher non-taxable investment income.

The effective income tax rate for the shareholder account for the three months ended March 31, 2023 was 6.6% compared to 14.8% for the three months ended March 31, 2022.

The effective income tax rates for the comparative figures have been restated to reflect the adoption of IFRS 17 and IFRS 9. As IFRS 17 and IFRS 9 impacted the composition of earnings in all jurisdictions, the changes in the effective income tax rates were due to the jurisdictional mix of earnings.

In December 2021, the Organization for Economic Co-operation and Development (OECD) published model rules outlining a structure for a new global 15% minimum tax regime to be implemented by participating countries at an agreed future date, currently expected (for most countries) to be 2024. Detailed commentary on the rules was released by the OECD during 2022. At this point, the countries where the Company currently operates have all indicated their participation. A number of these countries currently operate at a lower tax rate than the proposed minimum and when legislation is enacted the Company expects an increase in the effective income tax rate. The Company is awaiting the legislation and detailed guidance to assess the full implications of the minimum tax regime.



## 18. Segmented Information

### (a) Consolidated Net Earnings

For the three months ended March 31, 2023

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
<b>Segment revenue</b>						
Insurance revenue <sup>1</sup>	\$ 2,357	\$ 61	\$ 1,472	\$ 1,147	\$ —	\$ 5,037
Net investment income (loss) <sup>2</sup>	757	1,001	293	52	3	2,106
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	1,551	1,376	469	183	(6)	3,573
	<b>4,665</b>	<b>2,438</b>	<b>2,234</b>	<b>1,382</b>	<b>(3)</b>	<b>10,716</b>
Fee and other income <sup>3</sup>	325	1,130	186	2	—	1,643
	<b>4,990</b>	<b>3,568</b>	<b>2,420</b>	<b>1,384</b>	<b>(3)</b>	<b>12,359</b>
<b>Other insurance results</b>						
Insurance service expenses	(1,682)	(46)	(1,281)	(986)	—	(3,995)
Net income (expenses) from reinsurance contracts	(334)	2	(9)	(1)	—	(342)
	<b>(2,016)</b>	<b>(44)</b>	<b>(1,290)</b>	<b>(987)</b>	<b>—</b>	<b>(4,337)</b>
<b>Other investment results</b>						
Net finance expenses from insurance contracts	(2,314)	(188)	(892)	(176)	—	(3,570)
Net finance income (expenses) from reinsurance contracts	17	(2)	73	5	—	93
Changes in investment contract liabilities	(34)	(1,825)	(1)	(22)	—	(1,882)
	<b>(2,331)</b>	<b>(2,015)</b>	<b>(820)</b>	<b>(193)</b>	<b>—</b>	<b>(5,359)</b>
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>						
Net investment income	1,272	—	449	—	—	1,721
Net finance expenses from insurance contracts	(1,272)	—	(449)	—	—	(1,721)
	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Other income and expenses</b>						
Operating and administrative expenses	(335)	(1,206)	(233)	(12)	(6)	(1,792)
Amortization of finite life intangible assets	(25)	(54)	(16)	(1)	—	(96)
Financing costs	(34)	(65)	(14)	(1)	(1)	(115)
Restructuring and integration expenses	—	(26)	—	—	—	(26)
	<b>249</b>	<b>158</b>	<b>47</b>	<b>190</b>	<b>(10)</b>	<b>634</b>
<b>Earnings (loss) before income taxes</b>	<b>249</b>	<b>158</b>	<b>47</b>	<b>190</b>	<b>(10)</b>	<b>634</b>
Income taxes	33	9	(9)	(1)	(3)	29
	<b>216</b>	<b>149</b>	<b>56</b>	<b>191</b>	<b>(7)</b>	<b>605</b>
<b>Net earnings (loss) before non-controlling interests</b>	<b>216</b>	<b>149</b>	<b>56</b>	<b>191</b>	<b>(7)</b>	<b>605</b>
Attributable to non-controlling interests	(22)	—	—	—	—	(22)
	<b>238</b>	<b>149</b>	<b>56</b>	<b>191</b>	<b>(7)</b>	<b>627</b>
<b>Net earnings (loss)</b>	<b>238</b>	<b>149</b>	<b>56</b>	<b>191</b>	<b>(7)</b>	<b>627</b>
Preferred share dividends	28	—	4	—	—	32
	<b>210</b>	<b>149</b>	<b>52</b>	<b>191</b>	<b>(7)</b>	<b>595</b>
<b>Net earnings (loss) before capital allocation</b>	<b>210</b>	<b>149</b>	<b>52</b>	<b>191</b>	<b>(7)</b>	<b>595</b>
Impact of capital allocation	23	2	(12)	(7)	(6)	—
	<b>233</b>	<b>151</b>	<b>40</b>	<b>184</b>	<b>(13)</b>	<b>595</b>
<b>Net earnings (loss) - common shareholders</b>	<b>\$ 233</b>	<b>\$ 151</b>	<b>\$ 40</b>	<b>\$ 184</b>	<b>\$ (13)</b>	<b>\$ 595</b>

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

# GREAT-WEST LIFECO INC.

## 18. Segmented Information (cont'd)

For the three months ended March 31, 2022

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
<b>Segment revenue</b>						
Insurance revenue <sup>1</sup>	\$ 2,190	\$ 45	\$ 1,375	\$ 1,170	\$ —	\$ 4,780
Net investment income (loss) <sup>2</sup>	716	403	349	22	(9)	1,481
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	(5,083)	(3,666)	(2,400)	(170)	21	(11,298)
	(2,177)	(3,218)	(676)	1,022	12	(5,037)
Fee and other income <sup>3</sup>	310	947	193	1	—	1,451
	(1,867)	(2,271)	(483)	1,023	12	(3,586)
<b>Other insurance results</b>						
Insurance service expenses	(1,546)	(41)	(1,171)	(979)	—	(3,737)
Net income (expenses) from reinsurance contracts	(337)	3	(29)	1	—	(362)
	(1,883)	(38)	(1,200)	(978)	—	(4,099)
<b>Other investment results</b>						
Net finance income (expenses) from insurance contracts	4,744	377	2,913	193	—	8,227
Net finance income (expenses) from reinsurance contracts	(90)	(1)	(346)	(16)	—	(453)
Changes in investment contract liabilities	37	3,071	14	68	—	3,190
	4,691	3,447	2,581	245	—	10,964
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>						
Net investment loss	(913)	—	(471)	—	—	(1,384)
Net finance income from insurance contracts	913	—	471	—	—	1,384
	—	—	—	—	—	—
<b>Other income and expenses</b>						
Operating and administrative expenses	(325)	(917)	(229)	(15)	(2)	(1,488)
Amortization of finite life intangible assets	(28)	(46)	(12)	—	—	(86)
Financing costs	(33)	(48)	(6)	(1)	—	(88)
Restructuring and integration expenses	—	(17)	—	—	—	(17)
Earnings before income taxes	555	110	651	274	10	1,600
Income taxes	79	1	91	33	3	207
Net earnings before non-controlling interests	476	109	560	241	7	1,393
Attributable to non-controlling interests	28	(1)	—	—	—	27
Net earnings	448	110	560	241	7	1,366
Preferred share dividends	28	—	4	—	—	32
Net earnings before capital allocation	420	110	556	241	7	1,334
Impact of capital allocation	23	2	(12)	(7)	(6)	—
Net earnings - common shareholders	\$ 443	\$ 112	\$ 544	\$ 234	\$ 1	\$ 1,334

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

18. Segmented Information (cont'd)

Income by source currency for Capital and Risk Solutions:

	For the three months ended March 31	
	2023	2022
<b>Income</b>		
United States	\$ 394	\$ 148
United Kingdom	491	448
Japan	158	(103)
Other	341	530
<b>Total income</b>	<b>\$ 1,384</b>	<b>\$ 1,023</b>

Negative income in the table above is primarily due to unrealized fair value losses through profit or loss on bonds.

**(b) Consolidated Total Assets and Liabilities**

	March 31, 2023				
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 87,553	\$ 90,716	\$ 39,142	\$ 8,787	\$ 226,198
Insurance contract assets	406	235	345	172	1,158
Reinsurance contract held assets	1,242	12,464	3,794	101	17,601
Goodwill and intangible assets	5,801	7,939	3,106	—	16,846
Other assets	3,874	17,465	3,385	180	24,904
Investments on account of segregated fund policyholders	97,426	174,625	133,095	—	405,146
<b>Total</b>	<b>\$ 196,302</b>	<b>\$ 303,444</b>	<b>\$ 182,867</b>	<b>\$ 9,240</b>	<b>\$ 691,853</b>
<b>Liabilities</b>					
Insurance contract liabilities	\$ 77,345	\$ 18,512	\$ 36,790	\$ 6,118	\$ 138,765
Investment contract liabilities	3,807	89,714	377	714	94,612
Reinsurance contract held liabilities	165	171	229	(16)	549
Other liabilities	7,762	12,321	2,988	673	23,744
Insurance contracts on account of segregated fund policyholders	33,094	12,821	13,520	—	59,435
Investment contracts on account of segregated fund policyholders	64,332	161,804	119,575	—	345,711
<b>Total</b>	<b>\$ 186,505</b>	<b>\$ 295,343</b>	<b>\$ 173,479</b>	<b>\$ 7,489</b>	<b>\$ 662,816</b>

18. Segmented Information (cont'd)

	December 31, 2022				
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 85,343	\$ 90,655	\$ 38,652	\$ 8,573	\$ 223,223
Insurance contract assets	408	245	322	165	1,140
Reinsurance contract held assets	1,211	12,624	3,639	97	17,571
Goodwill and intangible assets	5,789	7,973	3,079	—	16,841
Other assets	3,682	18,430	3,297	140	25,549
Investments on account of segregated fund policyholders	93,816	166,274	127,792	—	387,882
<b>Total</b>	<b>\$ 190,249</b>	<b>\$ 296,201</b>	<b>\$ 176,781</b>	<b>\$ 8,975</b>	<b>\$ 672,206</b>
<b>Liabilities</b>					
Insurance contract liabilities	\$ 75,058	\$ 18,669	\$ 35,670	\$ 6,041	\$ 135,438
Investment contract liabilities	3,635	90,139	323	713	94,810
Reinsurance contract held liabilities	164	167	226	(20)	537
Other liabilities	7,809	13,202	3,089	644	24,744
Insurance contracts on account of segregated fund policyholders	32,535	12,432	12,874	—	57,841
Investment contracts on account of segregated fund policyholders	61,281	153,842	114,918	—	330,041
<b>Total</b>	<b>\$ 180,482</b>	<b>\$ 288,451</b>	<b>\$ 167,100</b>	<b>\$ 7,378</b>	<b>\$ 643,411</b>

Assets by source currency for Capital and Risk Solutions:

	<b>March 31, 2023</b>	December 31, 2022
<b>Assets</b>		
United States	<b>\$ 4,125</b>	\$ 4,070
United Kingdom	<b>1,325</b>	1,317
Japan	<b>3,398</b>	3,279
Other	<b>392</b>	309
<b>Total assets</b>	<b>\$ 9,240</b>	<b>\$ 8,975</b>

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