

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**FOR THE PERIOD ENDED JUNE 30, 2022**

**DATED: AUGUST 3, 2022**

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 and six months ended June 30, 2022 and includes a comparison to the corresponding periods in 2021, to the three months ended March 31, 2022, and to the Company's financial condition as at December 31, 2021, as applicable. 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.

**TABLE OF CONTENTS**

<p><b>Basis of Presentation and Summary of Accounting Policies</b></p> <p>1 <a href="#">Cautionary Note Regarding Forward-Looking Information</a></p> <p>2 <a href="#">Cautionary Note Regarding Non-GAAP Financial Measures and Ratios</a></p> <p><b>Consolidated Operating Results</b></p> <p>3 <a href="#">Financial Highlights</a></p> <p>4 <a href="#">Developments</a></p> <p>6 <a href="#">Base and Net Earnings</a></p> <p>9 <a href="#">Income Taxes</a></p> <p>10 <a href="#">Total Net Premiums, Premiums and Deposits and Sales</a></p> <p>11 <a href="#">Net Investment Income</a></p> <p>12 <a href="#">Fee and Other Income</a></p> <p>13 <a href="#">Net Policyholder Benefits, Dividends and Experience Refunds</a></p> <p><b>Consolidated Financial Position</b></p> <p>14 <a href="#">Assets</a></p> <p>17 <a href="#">Liabilities</a></p> <p>18 <a href="#">Lifeco Capital Structure</a></p> <p><b>Liquidity and Capital Management and Adequacy</b></p> <p>19 <a href="#">Liquidity</a></p> <p>20 <a href="#">Cash Flows</a></p> <p>20 <a href="#">Commitments/Contractual Obligations</a></p> <p>21 <a href="#">Capital Management and Adequacy</a></p> <p>24 <a href="#">Return on Equity</a></p> <p>24 <a href="#">Ratings</a></p>	<p><b>Segmented Operating Results</b></p> <p>25 <a href="#">Canada</a></p> <p>28 <a href="#">United States</a></p> <p>35 <a href="#">Europe</a></p> <p>38 <a href="#">Capital and Risk Solutions</a></p> <p>40 <a href="#">Lifeco Corporate</a></p> <p><b>Risk Management</b></p> <p>40 <a href="#">Risk Management and Control Practices</a></p> <p><b>Accounting Policies</b></p> <p>40 <a href="#">International Financial Reporting Standards</a></p> <p><b>Other Information</b></p> <p>41 <a href="#">Non-GAAP Financial Measures and Ratios</a></p> <p>47 <a href="#">Glossary</a></p> <p>49 <a href="#">Disclosure Controls and Procedures</a></p> <p>49 <a href="#">Internal Control Over Financial Reporting</a></p> <p>49 <a href="#">Transactions with Related Parties</a></p> <p>50 <a href="#">Quarterly Financial Information</a></p> <p>51 <a href="#">Translation of Foreign Currency</a></p> <p>51 <a href="#">Additional Information</a></p>
--	---

**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 June 30, 2022. Also refer to the 2021 Annual MD&A and audited consolidated financial statements in the Company's 2021 Annual Report.

**CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION**

This MD&A may contain 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. These statements include, without limitation, statements about the expected impact (or lack of impact) of IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments* on the Company's business strategy, financial strength, deployable capital, Life Insurance Capital Adequacy Test (LICAT) ratio, base and net earnings, shareholders' equity, ratings and leverage ratios. Forward-looking information also includes statements about the Company's operations, business (including business mix), financial condition, expected financial performance (including revenues, earnings or growth rates), ongoing

business strategies or prospects, climate-related goals, anticipated global economic conditions and possible future actions by the Company, including statements made with respect to the expected cost (including deferred consideration), benefits, timing of integration activities and timing and extent of revenue and expense synergies of acquisitions and divestitures, including but not limited to the acquisitions of the full-service retirement business of Prudential Financial Inc. (Prudential), Personal Capital Corporation (Personal Capital) and the retirement services business of Massachusetts Mutual Life Insurance Company (MassMutual), 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 joint venture between Allied Irish Banks plc (AIB) and Canada Life Irish Holding Company Limited, the impact of regulatory developments on the Company's business strategy and growth objectives, the expected impact of the current pandemic health event resulting from the coronavirus (COVID-19) and related economic and market impacts on the Company's business operations, financial results and financial condition.

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 particular, statements about the expected impact of IFRS 17 on the Company (including statements about the impact on base and net earnings and the Canada Life Assurance Company LICAT Ratio) are based on the Company's expected 2022 IFRS 4, *Insurance Contracts*, earnings mix and composition as at the start of 2022, adjusted to reflect fully synergized earnings from the acquisitions of MassMutual's and Prudential's retirement businesses, and on current market and economic conditions. In all cases, whether or not actual results differ from forward-looking information may depend on numerous factors, developments and assumptions, including, without limitation, the severity, magnitude and impact of the COVID-19 pandemic (including the effects of the COVID-19 pandemic and the effects of governments' and other businesses' responses to the COVID-19 pandemic on the economy and the Company's financial results, financial condition and operations), the duration of COVID-19 impacts and the availability and adoption of vaccines, the effectiveness of vaccines, the emergence of COVID-19 variants, geopolitical tensions and related economic impacts, 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 business of MassMutual and Prudential, the ability to leverage Empower's, Personal Capital's and 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 (including developments and volatility arising from the COVID-19 pandemic, 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. In addition, as we work to advance our climate goals, external factors outside of Lifeco's reasonable control may act as constraints on their achievement, including varying decarbonization efforts across economies, the need for thoughtful climate policies around the world, more and better data, reasonably supported methodologies, technological advancements, the evolution of consumer behavior, the challenges of balancing interim emissions goals with an orderly and just transition, and other significant considerations such as legal and regulatory obligations.

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 2021 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 9, 2022 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.

#### **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 net earnings (loss)", "premiums and deposits", "assets under management" and "assets under administration". Terms by which non-GAAP ratios are identified include, but are not limited to, "base earnings per common share (EPS)", "base return on equity (ROE)", "base dividend payout ratio", "effective income tax rate – base earnings – common shareholders" and "effective income tax rate – base earnings – total Lifeco". 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.

**CONSOLIDATED OPERATING RESULTS**

**Selected consolidated financial information**

(in Canadian \$ millions, except for per share amounts)

	As at or for the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Earnings</b>					
Base earnings <sup>1</sup>	\$ 830	\$ 809	\$ 826	\$ 1,639	\$ 1,565
Net earnings - common shareholders	735	770	784	1,505	1,491
<b>Per common share</b>					
Basic:					
Base earnings <sup>2</sup>	0.893	0.869	0.889	1.762	1.685
Net earnings	0.789	0.827	0.844	1.616	1.605
Diluted net earnings	0.788	0.825	0.842	1.613	1.604
Dividends paid	0.490	0.490	0.438	0.980	0.876
Book value <sup>3</sup>	25.00	24.57	23.70		
<b>Base return on equity<sup>2</sup></b>	<b>14.5 %</b>	<b>14.7 %</b>	<b>13.9 %</b>		
<b>Return on equity<sup>3</sup></b>	<b>13.7 %</b>	<b>14.1 %</b>	<b>15.0 %</b>		
<b>Total net premiums</b>	<b>\$ 16,305</b>	<b>\$ 14,051</b>	<b>\$ 11,751</b>	<b>\$ 30,356</b>	<b>\$ 24,903</b>
<b>Total premiums and deposits<sup>1</sup></b>	<b>41,591</b>	<b>44,158</b>	<b>36,804</b>	<b>85,749</b>	<b>81,867</b>
<b>Fee and other income</b>	<b>1,909</b>	<b>1,813</b>	<b>1,800</b>	<b>3,722</b>	<b>3,551</b>
<b>Net policyholder benefits, dividends and experience refunds</b>	<b>15,030</b>	<b>12,747</b>	<b>12,162</b>	<b>27,777</b>	<b>24,096</b>
<b>Total assets per financial statements</b>	<b>\$ 670,305</b>	<b>\$ 600,459</b>	<b>\$ 604,176</b>		
<b>Total assets under management<sup>1</sup></b>	<b>988,986</b>	<b>954,395</b>	<b>962,473</b>		
<b>Total assets under administration<sup>1,4</sup></b>	<b>2,342,296</b>	<b>2,187,706</b>	<b>2,167,107</b>		
<b>Total equity</b>	<b>\$ 30,550</b>	<b>\$ 30,387</b>	<b>\$ 27,956</b>		
<b>The Canada Life Assurance Company consolidated LICAT Ratio<sup>5</sup></b>	<b>117 %</b>	<b>119 %</b>	<b>126 %</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> 2021 comparative figures have been restated to include Financial Horizons Group and Excel Private Wealth Inc. assets under administration in the Canada segment.

<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.

## DEVELOPMENTS

In the second quarter of 2022, equity markets in the regions where the Company operates exhibited heightened volatility and ended 5% to 16% lower than March 31, 2022 levels. In addition, interest rates increased 80-105bps in response to elevated, broad based levels of inflation which are impacting business and consumer confidence. In addition, the Canadian dollar strengthened notably against the British pound and the Euro, although weakened somewhat against the U.S. dollar.

Accordingly, in the context of the market movements discussed above, net fee income in all segments from the Company's wealth management businesses, which is driven by asset levels, was negatively impacted as expected. However, the benefits of the Company's diversified business portfolio were demonstrated as its insurance businesses in all geographies performed well in the quarter. In addition, certain compensation and tax related items impacted the in-quarter year-over-year base earnings comparison, positively in the Europe segment and negatively in Canada.

Overall, base earnings increased modestly year-over-year despite negative impacts of currency movements. Net earnings decreased year-over-year mainly due to increased acquisition related costs in the U.S. segment resulting from the Prudential acquisition which closed at the beginning of the quarter.

### Strategic Transactions

On April 1, 2022, a Lifeco subsidiary, Great-West Life & Annuity Insurance Company (GWL&A), which operates primarily as "Empower", completed the previously announced acquisition of the full-service retirement business of Prudential Financial, Inc. (Prudential). With the completion of the acquisition, Empower's reach in the U.S. has expanded to more than 17.4 million retirement plan participants and assets under administration to US\$1.3 trillion on behalf of approximately 71,000 workplace savings plans as of June 30, 2022.

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 June 30, 2022, US\$25 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.

### COVID-19 Pandemic and Geopolitical Tensions Impacts

The COVID-19 pandemic continues to cause material disruption to businesses globally, resulting in continued economic pressures. While governments in different regions have now moved to ease restrictions put in place, many factors continue to extend economic uncertainty, including but not limited to: the availability, adoption and uncertainty around the effectiveness of vaccines; the emergence of COVID-19 variants; and the extent and timing of related government and central bank actions.

The Company's financial outlook for the remainder of 2022 will depend in part on the duration and intensity of the COVID-19 pandemic impacts as discussed above. The impact of the pandemic on mortality, longevity, disability and other claims experience in future periods remains uncertain and may differ by region and business line. The Company continues to actively monitor events and information, and to date, net impacts have been modest, reflecting the Company's diversified business. The Company continues to manage risks of changes to mortality and longevity rates by issuing a diversified range of insurance, annuity and fee income products along with using reinsurance and capital market solutions where appropriate.

Global financial markets continued to be volatile in the second quarter of 2022, in part due to Russia's military invasion of Ukraine and the related sanctions and economic fallout. The outlook for financial markets over the short and medium-term remains highly uncertain and vulnerable to continued geopolitical tensions.

The Company continues to monitor potential impacts of the conflict including: financial impacts, which may complicate efforts by central banks to counter already elevated levels of inflation due, in part, to supply chain disruptions related to the pandemic; heightened cyber risks; and risks related to the global supply chain. All of these impacts could negatively affect the Company's financial outlook, results and operations.

The Company's well-diversified businesses, combined with business strength, resilience and experience, put the Company in a strong position to manage the current environment and leverage opportunities for the future. Lifeco's strategies are equally resilient and flexible, positioning the Company to manage through the recovery and continue to identify and pursue opportunities, including organic growth and acquisition activities, while supporting customers and employees in a new environment.

#### Update on Transition to IFRS 17 and IFRS 9

As noted in the "Accounting Policies" section of this document, IFRS 17, *Insurance Contracts* (IFRS 17) will replace IFRS 4, *Insurance Contracts* (IFRS 4) effective January 1, 2023. While the new standard will change the recognition and measurement of insurance contracts and the corresponding presentation and disclosures in the Company's financial statements, it is not expected to have a material financial impact or to change the Company's underlying business strategy. IFRS 9, *Financial Instruments* (IFRS 9) will replace IAS 39, *Financial Instruments: Recognition and Measurement* effective January 1, 2023. Upon adoption of IFRS 9, the Company does not expect a material change in the level of invested assets or a material increase in earnings volatility; however, the Company continues to evaluate the impact of the adoption of this standard with IFRS 17. The expected impacts of the adoption of IFRS 17 include:

- Businesses representing over 70% of base earnings<sup>1,2</sup> are expected to experience limited or no impact;
- The January 1, 2022 shareholders' equity is expected to decrease by 10-15% on the retroactive application of IFRS 17 on January 1, 2023, primarily due to the establishment of the contractual service margin;
- Low-single digit percentage decrease in proforma base earnings<sup>1,2</sup> is expected as a result of transition with no material change to base earnings trajectory;
- Medium-term financial objectives for base EPS<sup>3</sup> growth and base dividend payout ratio<sup>3</sup> are expected to be unchanged;
- Medium-term financial objective for base ROE<sup>3</sup> is expected to increase by 2% to 16-17% reflecting the change in shareholders' equity; and
- Financial strength will be maintained and a positive impact to the March 31, 2023 Canada Life Assurance Company consolidated LICAT Ratio is expected<sup>4</sup> based on the Company's initial review of the 2023 LICAT Guideline released on July 21, 2022.

<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> Proforma base and net earnings are calculated based on the expected 2022 IFRS 4 earnings mix and composition as at the start of 2022, adjusted to reflect fully synergized earnings from the acquisitions of MassMutual's and Prudential's retirement businesses. Many of these assumptions are based on factors and events that are not within the control of the Company's management and there is no assurance that they will prove to be correct. Refer to "Cautionary Note regarding Forward-looking Information" and "Cautionary Note regarding Non-GAAP Financial Measures and Ratios" section at the beginning of this document.

<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.

<sup>4</sup> Actual impact will depend on market and economic conditions and the Company's operating results at the time of transition.

**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, Great-West Life & Annuity Insurance Company (GWL&A) and Putnam, together with Lifeco's Corporate operating results.

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings<sup>1</sup> and net earnings - common shareholders</b>					
<b>Base earnings<sup>1</sup></b>					
Canada	\$ 296	\$ 272	\$ 293	\$ 568	\$ 591
United States	143	120	190	263	294
Europe	208	245	184	453	385
Capital and Risk Solutions	174	170	150	344	295
Lifeco Corporate	9	2	9	11	—
<b>Lifeco base earnings<sup>1</sup></b>	<b>\$ 830</b>	<b>\$ 809</b>	<b>\$ 826</b>	<b>\$ 1,639</b>	<b>\$ 1,565</b>
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions <sup>2</sup>	\$ 21	\$ (9)	\$ 37	\$ 12	\$ 42
Market-related impacts on liabilities <sup>2</sup>	(15)	(11)	(19)	(26)	(43)
Transaction costs related to acquisitions <sup>3</sup>	(57)	(7)	(24)	(64)	(25)
Restructuring and integration costs	(44)	(12)	(15)	(56)	(27)
Tax legislative changes impact on liabilities	—	—	(21)	—	(21)
<b>Items excluded from Lifeco base earnings</b>	<b>\$ (95)</b>	<b>\$ (39)</b>	<b>\$ (42)</b>	<b>\$ (134)</b>	<b>\$ (74)</b>
<b>Net earnings - common shareholders</b>					
Canada	\$ 301	\$ 275	\$ 288	\$ 576	\$ 575
United States	29	105	150	134	239
Europe	229	219	185	448	380
Capital and Risk Solutions	167	169	152	336	297
Lifeco Corporate	9	2	9	11	—
<b>Lifeco net earnings - common shareholders</b>	<b>\$ 735</b>	<b>\$ 770</b>	<b>\$ 784</b>	<b>\$ 1,505</b>	<b>\$ 1,491</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.

The information in the table above is a summary of results for base and net earnings of the Company. Additional commentary regarding base and net earnings is included in the "Segmented Operating Results" section.

**Base Earnings**

Base earnings for the second quarter of 2022 of \$830 million (\$0.893 per common share) increased by \$4 million from \$826 million (\$0.889 per common share) a year ago. The modest increase reflected the benefits of the Company's diversified business portfolio as increased insurance business earnings in all geographies more than offset reduced net fee income in all segments from wealth management businesses and negative currency movement impacts. In addition, certain compensation and tax related items impacted the in-quarter year-over-year base earnings comparison, positively in the Europe segment and negatively in Canada. This resulted in base earnings growth year-over-year in the Canada, Europe and Capital and Risk Solutions segments. The U.S. segment base earnings were reduced year-over-year and included Prudential business related base earnings of \$45 million (US\$35 million).

For the six months ended June 30, 2022, Lifeco's base earnings were \$1,639 million (\$1.762 per common share) compared to \$1,565 million (\$1.685 per common share) a year ago. The increase was due to the reasons discussed for the in-quarter results, however the reduction in fee income business earnings year-over-year was less pronounced in the six month period.

### **Net Earnings**

Lifeco's net earnings for the three month period ended June 30, 2022 of \$735 million (\$0.789 per common share) decreased by \$49 million or 6% compared to \$784 million (\$0.844 per common share) a year ago. The decrease was primarily due to higher acquisition related costs largely from the Prudential acquisition in the U.S. segment in the second quarter of 2022. In addition, the Company had less favourable actuarial assumption changes. The decrease was partially offset by an increase in base earnings and a revaluation of deferred taxes in the Europe segment resulting in an increase in taxes in the second quarter of 2021; there was no revaluation in 2022.

For the six months ended June 30, 2022, Lifeco's net earnings were \$1,505 million (\$1.616 per common share) compared to \$1,491 million (\$1.605 per common share) a year ago. The increase was primarily due to an increase in base earnings. Also, the Europe segment included a revaluation of deferred taxes resulting in an increase in taxes in the second quarter of 2021; there was no revaluation in 2022. The base earnings increase was partially offset by higher restructuring and integration costs as well as higher acquisition related costs from the Prudential acquisition in the U.S. segment in the second quarter of 2022, as well as less favourable actuarial assumption changes.

Lifeco's net earnings for the three month period ended June 30, 2022 of \$735 million (\$0.789 per common share) decreased by \$35 million or 5% compared to \$770 million (\$0.827 per common share) in the previous quarter. The decrease was primarily due to higher transaction, restructuring and integration costs related to acquisitions in the U.S. segment as well as unfavourable market-related impacts on liabilities. In addition, the Company had lower investment gains in the Europe segment. These items were mostly offset by favourable actuarial assumption changes, favourable morbidity experience in the Canada segment and Prudential business related base earnings of \$45 million (US\$35 million).

### **Actuarial Assumption Changes and Other Management Actions**

For the three months ended June 30, 2022, actuarial assumption changes and other management actions resulted in a positive net earnings impact of \$21 million. This compares to a positive impact of \$37 million for the same quarter last year and a negative impact of \$9 million for the previous quarter.

In the Europe segment, net earnings were positively impacted by \$19 million in the second quarter of 2022, primarily due to updated policyholder behaviour assumptions. In the Canada and Capital and Risk Solutions segments, net earnings were each positively impacted by \$1 million in the second quarter of 2022, primarily due to model refinements.

For the six months ended June 30, 2022, actuarial assumption changes and other management actions, resulted in a positive net earnings impact of \$12 million, compared to a positive impact of \$42 million for the same period in 2021.

In the Europe segment, net earnings were positively impacted by \$11 million for the six months ended June 30, 2022, primarily due to updated policyholder behaviour assumptions, partially offset by annuitant mortality updates. In the Canada segment, net earnings were positively impacted by \$1 million for the six months ended June 30, 2022, primarily due to model refinements.

**Market-Related Impacts**

In the regions where the Company operates, average equity market indices for the three months ended June 30, 2022 were 8% lower in broader Europe (as measured by EURO STOXX 50), 6% higher in the United Kingdom (U.K.) (as measured by FTSE 100), 5% higher in Canada (as measured by S&P TSX) and 2% lower in the U.S. (as measured by S&P 500) compared to the same period in 2021. The major equity indices finished the second quarter of 2022 down by 16% in the U.S., 14% in Canada, 10% in broader Europe and 5% in the U.K. compared to March 31, 2022. The ending levels of major equity indices finished lower than the average for the quarter, which will impact asset-based fee income going forward. For the six months ended June 30, 2022, average equity market levels were lower in Canada, the U.S. and broader Europe and higher in the U.K. compared to the same period in 2021.

Market-related impacts on liabilities negatively impacted net earnings by \$15 million in the second quarter of 2022 (negative impact of \$19 million in the second quarter of 2021), primarily reflecting the negative impact of equity market movements on the value of segregated fund and variable annuity guarantees, including hedge ineffectiveness. This was partially offset by the positive impact of updated cash flow projections for real estate which support insurance contract liabilities in the Europe segment. The negative impact of \$19 million in the second quarter of 2021 primarily reflected updated cash flow projections for real estate which support insurance contract liabilities. In addition, equity markets had an unfavourable impact of \$61 million on asset-based fee income and on seed money investments primarily held in the U.S. and Canada segments in the second quarter of 2022 (positive impact of \$28 million in the second quarter of 2021).

For the six months ended June 30, 2022, market-related impacts on liabilities negatively impacted net earnings by \$26 million (negative impact of \$43 million year-to-date in 2021), primarily due to the same reasons discussed for the in-quarter results. In addition, equity markets had an unfavourable impact of \$95 million year-to-date in 2022 on asset-based fee income and on seed money investments primarily held in the U.S. and Canada segments (positive impact of \$31 million year-to-date in 2021).

In countries where the Company operates, interest rates increased during 2022, resulting in a modest positive 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.

For a further description of the Company's sensitivity to equity market and interest rate fluctuations, including expanded sensitivity disclosure 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 June 30, 2022.

**Foreign Currency**

The average currency translation rate for the second quarter of 2022 decreased for the British pound and the euro and increased for the U.S. dollar compared to the second quarter of 2021. The overall impact of currency movement on the Company's net earnings for the three months ended June 30, 2022 was a decrease of \$22 million (decrease of \$38 million year-to-date) compared to translation rates a year ago.

From March 31, 2022 to June 30, 2022, the market rates at the end of the reporting period used to translate the British pound and the euro assets and liabilities to the Canadian dollar decreased while the U.S. dollar increased. 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 \$100 million in-quarter (\$389 million net unrealized loss year-to-date) recorded in other comprehensive income.

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

**INCOME TAXES**

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

Effective income tax rate	For the three months ended			For the six months ended	
	June 30	March 31	June 30	June 30	June 30
	2022	2022	2021	2022	2021
Base earnings - Common shareholders <sup>1</sup>	9.8 %	9.8 %	9.2 %	9.9 %	9.5 %
Net earnings - Common shareholders	7.5 %	9.3 %	12.1 %	8.4 %	10.9 %
Base earnings - Total Lifeco <sup>1</sup>	8.8 %	6.6 %	7.3 %	7.7 %	7.3 %
Net earnings - Total Lifeco	6.3 %	5.9 %	9.5 %	6.1 %	8.4 %

<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.

The Company's effective income tax rates are generally lower than the statutory income tax rate of 26.5% due to benefits related to non-taxable investment income and lower income tax in certain foreign jurisdictions.

In the second quarter of 2022, the Company had an effective income tax rate on base earnings for the shareholder account of 9.8%, comparable to 9.2% in the second quarter of 2021. In the second quarter of 2022, the effective income tax rate on base earnings for the total Company of 8.8% was higher than 7.3% in the second quarter of 2021, primarily due to lower non-taxable investment income, partially offset by jurisdictional mix of earnings.

In the second quarter of 2022, the overall effective income tax rate on net earnings of 6.3% was down from 9.5% in the second quarter of 2021, primarily due to jurisdictional mix of earnings and the impact of the revaluation of deferred tax liabilities in the Europe segment in the second quarter of 2021. These items were partially offset by lower non-taxable investment income.

The Company had an effective income tax rate on base earnings of 7.7% for the six months ended June 30, 2022, comparable to 7.3% for the same period last year. The Company had an effective income tax rate on net earnings of 6.1% for the six months ended June 30, 2022, down from 8.4% for the same period last year, primarily due to jurisdictional mix of earnings.

Refer to note 14 to the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2022 for further details.

On April 7, 2022, the Canadian Federal Government announced its 2022 budget, which to date has not been substantively enacted. The budget included a permanent 1.5% tax rate increase on the taxable income of Canadian banks and insurance companies on earnings over \$100 million and a Canada Recovery Dividend of 15% on 2021 Canadian taxable income in excess of \$1 billion payable in equal installments over 5 years. The Company does not expect these budget announcements to have a material impact on its financial position.

**TOTAL NET PREMIUMS, PREMIUMS AND DEPOSITS AND SALES**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Total net premiums</b>					
Canada	\$ 3,507	\$ 3,417	\$ 3,290	\$ 6,924	\$ 6,486
United States	3,162	2,051	1,245	5,213	2,791
Europe	880	1,271	934	2,151	1,878
Capital and Risk Solutions	8,756	7,312	6,282	16,068	13,748
<b>Total net premiums</b>	<b>\$ 16,305</b>	<b>\$ 14,051</b>	<b>\$ 11,751</b>	<b>\$ 30,356</b>	<b>\$ 24,903</b>
<b>Premiums and deposits<sup>1</sup></b>					
Canada	\$ 7,288	\$ 8,091	\$ 6,819	\$ 15,379	\$ 14,494
United States	19,129	19,764	17,207	38,893	38,695
Europe	6,418	8,991	6,496	15,409	14,930
Capital and Risk Solutions	8,756	7,312	6,282	16,068	13,748
<b>Total premiums and deposits<sup>1</sup></b>	<b>\$ 41,591</b>	<b>\$ 44,158</b>	<b>\$ 36,804</b>	<b>\$ 85,749</b>	<b>\$ 81,867</b>
<b>Sales<sup>2,3</sup></b>					
Canada	\$ 3,219	\$ 4,304	\$ 3,345	\$ 7,523	\$ 8,078
United States	26,329	62,807	36,368	89,136	135,307
Europe	5,901	8,359	5,926	14,260	13,152
<b>Total sales<sup>2,3</sup></b>	<b>\$ 35,449</b>	<b>\$ 75,470</b>	<b>\$ 45,639</b>	<b>\$ 110,919</b>	<b>\$ 156,537</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> Sales is not a relevant measure for the Capital and Risk Solutions segment due to the nature of operations.

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

The information in the table above is a summary of results for the Company's total net premiums, premiums and deposits and sales. Additional commentary regarding total net premiums and sales is included, as applicable, in the "Segmented Operating Results" section.

**NET INVESTMENT INCOME**

Net investment income	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
Investment income earned (net of investment properties expenses)	\$ 2,225	\$ 1,675	\$ 1,651	\$ 3,900	\$ 3,224
Net allowances for credit losses on loans and receivables	(11)	—	(26)	(11)	(32)
Net realized gains (losses)	1	(2)	35	(1)	65
Regular investment income	2,215	1,673	1,660	3,888	3,257
Investment expenses	(62)	(52)	(49)	(114)	(90)
Regular net investment income	2,153	1,621	1,611	3,774	3,167
Changes in fair value through profit or loss assets	(11,179)	(8,455)	2,793	(19,634)	(2,758)
<b>Total net investment income</b>	<b>\$ (9,026)</b>	<b>\$ (6,834)</b>	<b>\$ 4,404</b>	<b>\$ (15,860)</b>	<b>\$ 409</b>

Total net investment income in the second quarter of 2022 decreased by \$13.4 billion compared to the same quarter last year. The changes in fair value in the second quarter of 2022 were a decrease of \$11.2 billion compared to an increase of \$2.8 billion for the second quarter of 2021. In the second quarter of 2022, the net decrease to fair value was primarily due to an increase in bond yields across all geographies driven by higher interest rates resulting from elevated inflation and also due to a decline in Canadian equity markets. In the second quarter of 2021, the net increase to fair value was primarily due to a decline in bond yields across all geographies and an increase in Canadian equity markets.

Regular net investment income in the second quarter of 2022 of \$2.2 billion increased by \$0.5 billion compared to the same quarter last year. The increase was primarily due to income earned on bonds and mortgages acquired through the Prudential acquisition, partially offset by lower net realized gains. Net realized gains (losses) include gains on available-for-sale securities of \$1 million for the second quarter of 2022 which were comparable to the same quarter last year.

For the six months ended June 30, 2022, net investment income decreased by \$16.3 billion compared to the same period last year. The changes in fair value for the six month period in 2022 were a decrease of \$19.6 billion compared to \$2.8 billion during the same period in 2021. The changes in fair value were primarily due to a greater increase in bond yields across all geographies driven by higher interest rates resulting from elevated inflation and also due to a decline in Canadian equity markets in the first half of 2022, compared to a smaller increase in bond yields across all geographies, partially offset by an increase in Canadian equity markets during the first half of 2021.

Regular net investment income for the six months ended June 30, 2022 of \$3.8 billion increased by \$0.6 billion compared to the same period last year. The increase was primarily due to the same reasons discussed for the in-quarter results. Net realized gains (losses) include losses on available-for-sale securities of \$2 million for the six months ended June 30, 2022 compared to gains of \$11 million for the same period last year.

**Credit Markets**

In the second quarter of 2022, the impact to common shareholders' net earnings from impaired investments, including dispositions, was negligible (\$10 million net negative impact in the second quarter of 2021). Net charges on impaired investments reflect net allowances for credit losses included in net investment income and the associated release of actuarial provisions for future credit losses, as applicable. Separately, related to non-impaired invested assets, changes in credit ratings in the Company's fixed income portfolio resulted in a net decrease in provisions for future credit losses in insurance contract liabilities, which positively impacted common shareholders' net earnings by \$7 million (\$4 million net positive impact in the second quarter of 2021), primarily due to upgrades of various corporate bond and commercial mortgage holdings.

For the six months ended June 30, 2022, the impact to common shareholders' net earnings from impaired investments including dispositions, was negligible (\$11 million net negative impact year-to-date in 2021). Separately, related to non-impaired invested assets, changes in credit ratings in the Company's fixed income portfolio resulted in a net decrease in provisions for future credit losses in insurance contract liabilities, which positively impacted common shareholders' net earnings by \$5 million year-to-date (\$4 million net negative impact year-to-date in 2021), primarily due to the same reasons discussed for the in-quarter results.

There could be a negative impact from downgrades in future periods if economies that are currently open are shut down or restricted due to a resurgence of COVID-19 cases or if economies are materially affected by geopolitical tensions.

### 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			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Canada</b>					
Segregated funds, mutual funds and other	\$ 429	\$ 444	\$ 440	\$ 873	\$ 856
Administrative services only (ASO) contracts	69	64	52	133	105
	<b>498</b>	508	492	<b>1,006</b>	961
<b>United States</b>					
Segregated funds, mutual funds and other	1,071	949	960	2,020	1,887
<b>Europe</b>					
Segregated funds, mutual funds and other	340	354	346	694	699
<b>Capital and Risk Solutions</b>					
Reinsurance and other	—	2	2	2	4
<b>Total fee and other income</b>	<b>\$ 1,909</b>	<b>\$ 1,813</b>	<b>\$ 1,800</b>	<b>\$ 3,722</b>	<b>\$ 3,551</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.

**NET POLICYHOLDER BENEFITS, DIVIDENDS AND EXPERIENCE REFUNDS**

**Net policyholder benefits, dividends and experience refunds**

	For the three months ended			For the six months ended	
	June 30	March 31	June 30	June 30	June 30
	2022	2022	2021	2022	2021
Canada	\$ 2,370	\$ 2,487	\$ 2,530	\$ 4,857	\$ 5,163
United States	3,668	1,977	2,145	5,645	4,312
Europe	829	902	1,026	1,731	1,962
Capital and Risk Solutions	8,163	7,381	6,461	15,544	12,659
<b>Total</b>	<b>\$ 15,030</b>	<b>\$ 12,747</b>	<b>\$ 12,162</b>	<b>\$ 27,777</b>	<b>\$ 24,096</b>

Net policyholder benefits, dividends and experience refunds include life and health claims, policy surrenders, maturities, annuity payments, segregated fund guarantee payments, policyholder dividends and experience refund payments. The amounts do not include benefit payments for ASO contracts, segregated funds or mutual funds.

For the three months ended June 30, 2022, net policyholder benefits, dividends and experience refunds were \$15.0 billion, an increase of \$2.9 billion from the same quarter last year, driven by higher net policyholder benefits. The increase in benefit payments was primarily due to new reinsurance agreements and volume changes relating to existing business in the Capital and Risk Solutions segment as well as the addition of the Prudential business in the U.S. segment.

For the six months ended June 30, 2022, net policyholder benefits, dividends and experience refunds were \$27.8 billion, an increase of \$3.7 billion from the same period last year driven by higher net policyholder benefits. The increase in benefit payments was primarily due to the same reasons discussed for the in-quarter results.

**CONSOLIDATED FINANCIAL POSITION**

**ASSETS**

	As at June 30, 2022				
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets under administration<sup>1</sup></b>					
<b>Assets</b>					
Invested assets	\$ 86,870	\$ 97,516	\$ 40,459	\$ 7,809	\$ 232,654
Goodwill and intangible assets	5,742	7,789	2,954	—	16,485
Other assets	4,684	28,169	8,991	7,818	49,662
Investments on account of segregated fund policyholders	90,741	163,845	116,918	—	371,504
<b>Total assets</b>	<b>188,037</b>	<b>297,319</b>	<b>169,322</b>	<b>15,627</b>	<b>670,305</b>
Other assets under management <sup>2</sup>	4,050	264,380	50,251	—	318,681
<b>Total assets under management<sup>1</sup></b>	<b>192,087</b>	<b>561,699</b>	<b>219,573</b>	<b>15,627</b>	<b>988,986</b>
Other assets under administration <sup>2</sup>	25,800	1,316,811	10,699	—	1,353,310
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 217,887</b>	<b>\$ 1,878,510</b>	<b>\$ 230,272</b>	<b>\$ 15,627</b>	<b>\$ 2,342,296</b>
As at December 31, 2021					
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 92,400	\$ 55,376	\$ 48,669	\$ 9,359	\$ 205,804
Goodwill and intangible assets	5,722	5,826	3,047	—	14,595
Other assets	4,323	30,090	10,220	8,037	52,670
Investments on account of segregated fund policyholders	101,537	116,919	138,963	—	357,419
<b>Total assets</b>	<b>203,982</b>	<b>208,211</b>	<b>200,899</b>	<b>17,396</b>	<b>630,488</b>
Other assets under management <sup>2</sup>	5,742	310,933	60,480	—	377,155
<b>Total assets under management<sup>1</sup></b>	<b>209,724</b>	<b>519,144</b>	<b>261,379</b>	<b>17,396</b>	<b>1,007,643</b>
Other assets under administration <sup>2,3</sup>	29,615	1,241,974	12,360	—	1,283,949
<b>Total assets under administration<sup>1,3</sup></b>	<b>\$ 239,339</b>	<b>\$ 1,761,118</b>	<b>\$ 273,739</b>	<b>\$ 17,396</b>	<b>\$ 2,291,592</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> 2021 comparative figures have been restated to include Financial Horizons Group and Excel Private Wealth Inc. assets under administration in the Canada segment.

Total assets under administration (AUA) at June 30, 2022 increased by \$51 billion to \$2.3 trillion compared to December 31, 2021, primarily due to the Prudential acquisition during the second quarter of 2022, partially offset by the impacts of market and currency movements. The Prudential acquisition during the second quarter of 2022 added \$116 billion in total assets, \$1 billion in other assets under management and \$250 billion in other assets under administration to the U.S. segment as at June 30, 2022.

For additional details on assets acquired through business acquisitions, refer to "Business Acquisitions", note 3 in the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2022.

**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.

**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, including short-term investments, was \$156.2 billion or 67% of invested assets at June 30, 2022 compared to \$140.6 billion or 68% at December 31, 2021. The increase in the bond portfolio was primarily due to \$35.1 billion of bonds acquired through the Prudential acquisition, partially offset by a decline in fair values resulting from an increase 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 June 30, 2022. Management continues to closely monitor bond rating agency activity and general market conditions as economies emerge from the pandemic and are now being impacted by geopolitical tensions.

<b>Bond portfolio quality</b>	<b>As at June 30, 2022</b>		<b>As at Dec. 31, 2021</b>	
AAA	\$ 23,389	15 %	\$ 20,254	14 %
AA	32,325	21	35,460	25
A	54,467	35	48,764	35
BBB	43,968	28	35,098	25
BB or lower	2,077	1	1,036	1
<b>Total</b>	<b>\$ 156,226</b>	<b>100 %</b>	<b>\$ 140,612</b>	<b>100 %</b>

At June 30, 2022, non-investment grade bonds were \$2.1 billion or 1.3% of the bond portfolio compared to \$1.0 billion or 0.7% of the bond portfolio at December 31, 2021. The increase in non-investment grade bonds was primarily due to bonds acquired through the Prudential acquisition.

**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 June 30, 2022			As at Dec. 31, 2021		
	Insured <sup>1</sup>	Non-insured	Total		Total	
Single family residential	\$ 443	\$ 1,473	\$ 1,916	5 %	\$ 1,979	7 %
Multi-family residential	2,741	7,229	9,970	26	7,601	26
Equity release	—	2,544	2,544	7	2,609	9
Commercial	155	23,200	23,355	62	16,663	58
<b>Total</b>	<b>\$ 3,339</b>	<b>\$ 34,446</b>	<b>\$ 37,785</b>	<b>100 %</b>	<b>\$ 28,852</b>	<b>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 \$37.8 billion or 16% of invested assets at June 30, 2022, compared to \$28.9 billion or 14% of invested assets at December 31, 2021. The increase in the mortgage portfolio was primarily related to \$8.0 billion of mortgages acquired through the Prudential acquisition. At June 30, 2022, total insured loans were \$3.3 billion or 9% of the mortgage portfolio, compared to \$3.6 billion or 13% at December 31, 2021.

**Provision for future credit losses**

As a component of insurance contract liabilities, the total actuarial provision for future credit losses is determined consistent with the Canadian Institute of Actuaries' Standards of Practice and includes provisions for adverse deviation. The provisions reflect the current credit ratings and potential future rating migration. No provision is held for government or government related debt rated A+ or higher where the issuer is monetarily sovereign.

At June 30, 2022, the total actuarial provision for future credit losses in insurance contract liabilities was \$3,386 million compared to \$3,271 million at December 31, 2021, an increase of \$115 million, primarily due to the acquisition of Prudential, partially offset by interest rate movements and the impacts of currency movements.

The aggregate of impairment provisions of \$44 million (\$33 million at December 31, 2021) and actuarial provision for future credit losses in insurance contract liabilities of \$3,386 million (\$3,271 million at December 31, 2021) represents 1.7% of bond and mortgage assets, including funds held by ceding insurers, at June 30, 2022 (1.8% at December 31, 2021).

**Derivative Financial Instruments**

During the second quarter of 2022, 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 (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 June 30, 2022, total financial collateral, including initial margin and overcollateralization, received on derivative assets was \$970 million (\$318 million at December 31, 2021) and pledged on derivative liabilities was \$1,025 million (\$480 million at December 31, 2021). The increase in collateral received on derivatives assets was primarily driven by the impact of the U.S. dollar strengthening against the British pound and euro on cross-currency swaps that pay British pounds and euros and receive U.S. dollars. The increase in collateral pledged on derivatives liabilities was primarily driven by the impact of increases to market interest rates on interest rate swaps that receive fixed and pay floating rates.

During the six month period ended June 30, 2022, the outstanding notional amount of derivative contracts increased by \$9.1 billion to \$45.7 billion, primarily due to increases to cross-currency swaps related to the Prudential acquisition and 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, increased to \$1,596 million at June 30, 2022 from \$967 million at December 31, 2021. The increase was primarily driven by the impact of the U.S. dollar strengthening against the British pound and euro 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 second quarter of 2022 and all had investment grade ratings as of June 30, 2022.

## LIABILITIES

<b>Total liabilities</b>	<b>As at June 30, 2022</b>	<b>As at Dec. 31, 2021</b>
Insurance and investment contract liabilities	\$ 244,282	\$ 220,833
Other general fund liabilities	23,969	21,753
Investment and insurance contracts on account of segregated fund policyholders	371,504	357,419
<b>Total</b>	<b>\$ 639,755</b>	<b>\$ 600,005</b>

Total liabilities increased by \$39.8 billion to \$639.8 billion at June 30, 2022 from December 31, 2021.

Insurance and investment contract liabilities increased by \$23.4 billion. The increase was primarily due to \$44.3 billion acquired through the Prudential acquisition, partially offset by fair value adjustments.

Investment and insurance contracts on account of segregated fund policyholders increased by \$14.1 billion, primarily due to the segregated fund policyholders acquired through the Prudential acquisition of \$79.5 billion. The increase was partially offset by net market value declines on investments of \$61.9 billion, negative impacts of currency movement of \$5.1 billion and net withdrawals of \$3.0 billion.

Other general fund liabilities increased by \$2.2 billion, primarily resulting from the Prudential acquisition and related financing.

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 the 2021 Annual MD&A for further details.

### 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 June 30, 2022, the amount of GMWB product in-force in Canada, the U.S., Ireland and Germany was \$6,857 million (\$3,316 million at December 31, 2021). The increase in the in-force amount was primarily a result of the Prudential acquisition in the U.S. segment.

**Segregated fund and variable annuity guarantee exposure**

	June 30, 2022				
	Market Value	Investment deficiency by benefit type			
		Income	Maturity	Death	Total <sup>1</sup>
Canada	\$ 32,424	\$ —	\$ 34	\$ 612	\$ 612
United States	22,772	736	—	24	760
Europe	9,917	21	—	1,084	1,084
Capital and Risk Solutions <sup>2</sup>	686	192	—	—	192
<b>Total</b>	<b>\$ 65,799</b>	<b>\$ 949</b>	<b>\$ 34</b>	<b>\$ 1,720</b>	<b>\$ 2,648</b>

<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 June 30, 2022.

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

Investment deficiency at June 30, 2022 of \$2,648 million increased by \$1,686 million compared to December 31, 2021, primarily as a result of a decrease in market values and the Prudential acquisition in the U.S. segment. The investment deficiency measures the point-in-time exposure to a trigger event (i.e., income election, maturity or death) assuming it occurred on June 30, 2022 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 \$2 million in-quarter (\$2 million for the second quarter of 2021) and \$4 million year-to-date (\$5 million year-to-date for 2021), 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 June 30, 2022, debentures and other debt instruments increased by \$962 million to \$9,766 million compared to December 31, 2021.

On March 30, 2022, Great-West Lifeco U.S LLC, a subsidiary of the Company, established a 2-year US\$500 million non-revolving credit facility. The facility is fully and unconditionally guaranteed by the Company. As at June 30, 2022, the \$645 million (US\$500 million) facility was fully drawn, along with \$416 million (US\$323 million) from an existing revolving credit facility, to finance a portion of the Prudential retirement service business acquisition. Subsequent to the second quarter of 2022, on July 1, 2022, Great-West Lifeco U.S. LLC made a payment of US\$150 million on its revolving credit facility.

**Share Capital and Surplus**

Share capital outstanding at June 30, 2022 was \$10,008 million, which comprises \$5,788 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 5-year rate reset First Preferred Shares.

The Company renewed its normal course issuer bid (NCIB) effective January 27, 2022 for one year to purchase and cancel up to but not more than 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. During the six months ended June 30, 2022, the Company did not purchase any common shares under the current NCIB (nil during the six months ended June 30, 2021 under the previous NCIB).

**LIQUIDITY AND CAPITAL MANAGEMENT AND ADEQUACY**

**LIQUIDITY**

**Total Liquid Assets**

	As at June 30, 2022		
	On-balance sheet assets	Non-liquid/ Pledged	Net liquid assets
<b>Cash, cash equivalents and short-term bonds</b>			
Cash and cash equivalents <sup>1</sup>	\$ 7,924	\$ 96	\$ 7,828
Short-term bonds <sup>2</sup>	2,998	28	2,970
<b>Sub-total</b>	<b>\$ 10,922</b>	<b>\$ 124</b>	<b>\$ 10,798</b>
<b>Other assets and marketable securities</b>			
Government bonds <sup>2</sup>	\$ 40,286	\$ 11,460	\$ 28,826
Corporate bonds <sup>2</sup>	112,942	53,963	58,979
Stocks <sup>1</sup>	13,836	2,421	11,415
Mortgage loans <sup>1</sup>	37,785	34,601	3,184
<b>Sub-total</b>	<b>\$ 204,849</b>	<b>\$ 102,445</b>	<b>\$ 102,404</b>
<b>Total</b>	<b>\$ 215,771</b>	<b>\$ 102,569</b>	<b>\$ 113,202</b>
	As at December 31, 2021		
	On-balance sheet assets	Non-liquid/ Pledged	Net liquid assets
<b>Cash, cash equivalents and short-term bonds</b>			
Cash and cash equivalents <sup>1</sup>	\$ 6,075	\$ 32	\$ 6,043
Short-term bonds <sup>3</sup>	5,671	1,923	3,748
<b>Sub-total</b>	<b>\$ 11,746</b>	<b>\$ 1,955</b>	<b>\$ 9,791</b>
<b>Other assets and marketable securities</b>			
Government bonds <sup>3</sup>	\$ 47,126	\$ 11,795	\$ 35,331
Corporate bonds <sup>3</sup>	87,815	37,324	50,491
Stocks <sup>1</sup>	14,183	1,759	12,424
Mortgage loans <sup>1</sup>	28,852	25,446	3,406
<b>Sub-total</b>	<b>\$ 177,976</b>	<b>\$ 76,324</b>	<b>\$ 101,652</b>
<b>Total</b>	<b>\$ 189,722</b>	<b>\$ 78,279</b>	<b>\$ 111,443</b>

<sup>1</sup> Refer to the consolidated balance sheet in the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2022 for on-balance sheet amounts.

<sup>2</sup> Total short-term bonds, government bonds and corporate bonds as at June 30, 2022 was \$156.2 billion. Refer to the consolidated balance sheet in the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2022 for on-balance sheet bonds amounts.

<sup>3</sup> Refer to note 8(ii) in the Company's 2021 annual consolidated financial statements for on-balance sheet 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 June 30, 2022, the Company and its operating subsidiaries held liquid cash, cash equivalents and short-term bonds of \$10.8 billion (\$9.8 billion at December 31, 2021) and other liquid assets and marketable securities of \$102.4 billion (\$101.7 billion at December 31, 2021). Included in the cash, cash equivalents and short-term bonds at June 30, 2022 was \$0.8 billion (\$0.6 billion at December 31, 2021) 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

	For the three months ended June 30		For the six months ended June 30	
	2022	2021	2022	2021
<b>Cash flows relating to the following activities:</b>				
Operations	\$ 2,543	\$ 1,062	\$ 3,959	\$ 2,855
Financing	(547)	(477)	5	(1,006)
Investment	(3,436)	556	(2,055)	(2,975)
	(1,440)	1,141	1,909	(1,126)
Effects of changes in exchange rates on cash and cash equivalents	107	(49)	(60)	(112)
Increase (decrease) in cash and cash equivalents in the period	(1,333)	1,092	1,849	(1,238)
Cash and cash equivalents, beginning of period	9,257	5,616	6,075	7,946
<b>Cash and cash equivalents, end of period</b>	<b>\$ 7,924</b>	<b>\$ 6,708</b>	<b>\$ 7,924</b>	<b>\$ 6,708</b>

The principal source of funds for the Company on a consolidated basis is cash provided by operating activities, including premium income, 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. 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.

In the second quarter of 2022, cash and cash equivalents decreased by \$1.3 billion from March 31, 2022. Cash flows provided by operations during the second quarter of 2022 were \$2.5 billion, an increase of \$1.5 billion compared to the second quarter of 2021. Cash flows used by financing of \$0.5 billion were primarily due to payments of dividends to common and preferred shareholders. For the three months ended June 30, 2022, net cash outflows of \$3.4 billion were used by the Company for the Prudential acquisition and to acquire investment assets.

For the six months ended June 30, 2022, cash and cash equivalents increased by \$1.8 billion from December 31, 2021. Cash flows provided by operations were \$4.0 billion, an increase of \$1.1 billion compared to the same period in 2021. Cash flows used in financing were primarily used for the payment of dividends to common and preferred shareholders of \$1.0 billion, mostly offset by an increase in the line of credit of a subsidiary of \$1.0 billion. For the six months ended June 30, 2022, cash outflows of \$2.1 billion were used by the Company for the Prudential acquisition.

## COMMITMENTS/CONTRACTUAL OBLIGATIONS

Commitments/contractual obligations have not changed materially from December 31, 2021.

**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 OSFI guidelines.

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%. The internal target range of the LICAT Ratio for Lifeco's major Canadian operating subsidiary, Canada Life, is 110% to 120% (on a consolidated basis).

Canada Life's consolidated LICAT Ratio at June 30, 2022 was 117% (124% at December 31, 2021). The LICAT Ratio does not take into account any impact from \$0.8 billion of liquidity at the Lifeco holding company level at June 30, 2022 (\$0.6 billion at December 31, 2021).

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

<b>LICAT Ratio</b>	<b>June 30 2022</b>	<b>Dec. 31 2021</b>
Tier 1 Capital	\$ 11,991	\$ 12,584
Tier 2 Capital	4,554	4,417
Total Available Capital	16,545	17,001
Surplus Allowance & Eligible Deposits	10,626	13,225
<b>Total Capital Resources</b>	<b>\$ 27,171</b>	<b>\$ 30,226</b>
<b>Required Capital</b>	<b>\$ 23,285</b>	<b>\$ 24,323</b>
<b>Total LICAT Ratio (OSFI Supervisory Target = 100%)<sup>1</sup></b>	<b>117 %</b>	<b>124 %</b>

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

The LICAT Ratio reduced by two points in the quarter from 119% at March 31, 2022 to 117% at June 30, 2022 driven by the material increase in interest rates. This resulted in a reduction in the fair value of actuarial margins (PfADs) within the Surplus Allowance component of LICAT total capital resources. This reduction was partially offset by the impact of earnings less dividends, refinement to asset liability management strategies and the phasing in of the impact of the LICAT interest rate scenario shift in North America. The interest rate scenario shift occurred during the fourth quarter of 2021, leading to a six point benefit which is being smoothed in at positive one point impact per quarter over six quarters.

**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 shift in the interest rate scenario applied in the LICAT calculation can result in a discontinuity where capital requirements can change materially. OSFI prescribes a calculation to smooth potential volatility in the interest rate risk capital requirement for participating insurance products. The smoothing calculation averages the participating interest rate risk capital 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 will continue to occur over the next three quarters. Assuming the Company remains on the current scenario, the smoothing calculation is expected to increase the Canada Life LICAT Ratio by approximately one point per quarter for the next three quarters.

**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 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 the Canada Life consolidated LICAT Ratio will be as indicated.

LICAT sensitivities are rounded to the nearest point.

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 June 30, 2022. These sensitivity estimates assume instantaneous shocks, followed by a return to historical average growth levels for broader equity markets. 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**

	June 30, 2022			
	20% increase	10% increase	10% decrease	20% decrease
Potential increase (decrease) on LICAT Ratio	(1 point)	0 point	(1 point)	(3 points)

**Interest Rates**

Canada Life's consolidated LICAT Ratio will generally reduce in an environment of rising interest rates and benefit from declining rates. Higher interest rates will decrease the fair value of the Company's surplus assets and other regulatory capital resources including actuarial margins within the Surplus Allowance. However, LICAT 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. 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 rates outlined in Actuarial Standards or the impact of a LICAT interest rate risk scenario shift.

**Immediate parallel shift in yield curve**

	June 30, 2022	
	50 bps increase	50 bps decrease
Potential increase (decrease) on LICAT Ratio	(3 points)	3 points

**OSFI Regulatory Capital Initiatives**

The International Accounting Standards Board (IASB) has issued IFRS 17, which will replace IFRS 4 with an effective date of January 1, 2023. Refer to the "Accounting Policies - International Financial Reporting Standards" section of the Company's 2021 Annual MD&A for further details.

Subsequent to the second quarter of 2022, on July 21, 2022, OSFI released the 2023 LICAT Guideline. The Company will first report under this guideline in its March 31, 2023 LICAT filing. Based on an initial review of the guideline under the current market and economic conditions, the Company expects a positive impact to the March 31, 2023 LICAT Ratio<sup>1</sup>. If the new LICAT guideline had been in effect, the estimated proforma LICAT ratio as at June 30, 2022 would have been in the mid 120s<sup>1</sup>.

OSFI is developing a new approach, 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.

<sup>1</sup> Actual impact will depend on market and economic conditions and the Company's operating results at the time of transition.

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

	<b>June 30 2022</b>	March 31 2022	June 30 2021
<b>Base Return on Equity<sup>2</sup></b>			
Canada	<b>16.1 %</b>	16.5 %	17.4 %
U.S. Financial Services	<b>10.1 %</b>	10.4 %	8.6 %
U.S. Asset Management (Putnam)	<b>3.1 %</b>	5.0 %	3.4 %
Europe	<b>16.1 %</b>	15.0 %	13.0 %
Capital and Risk Solutions	<b>34.5 %</b>	36.6 %	38.9 %
<b>Total Lifeco Base Earnings Basis<sup>2</sup></b>	<b>14.5 %</b>	14.7 %	13.9 %
<b>Return on Equity<sup>1</sup></b>			
Canada	<b>16.0 %</b>	16.3 %	16.5 %
U.S. Financial Services	<b>5.9 %</b>	7.6 %	6.0 %
U.S. Asset Management (Putnam)	<b>3.1 %</b>	4.8 %	14.2 %
Europe	<b>18.7 %</b>	17.1 %	16.2 %
Capital and Risk Solutions	<b>33.0 %</b>	35.6 %	42.7 %
<b>Total Lifeco Net Earnings Basis<sup>1</sup></b>	<b>13.7 %</b>	14.1 %	15.0 %

<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 U.S. Financial Services and U.S. Asset Management (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>1</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 second quarter of 2022, 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.

<sup>1</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.

Rating agency	Measurement	Lifeco	Canada Life	Irish Life	GWL&A
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-		

### 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, GWL&A (Financial Services) and Putnam (Asset Management), 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 reporting 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. There are two primary business units included in this segment. Through the Individual Customer business unit, the Company provides life, disability and critical illness insurance products as well as wealth savings and income products to individual clients. Through the Group Customer business unit, the Company provides 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 to group clients in Canada.

### Developments

- On May 12, 2022, Canada Life announced the dividend scale interest rate will increase for the policies in the combined open participating account effective July 1, 2022 to 5.25%.
- Canada Life Group Customer and ClaimSecure Inc. (ClaimSecure) had their first significant joint sale in the second quarter of 2022. Integration is going well and quoting momentum is strong.

**Selected Financial Information - Canada**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings (loss)<sup>1</sup></b>					
Individual Customer	\$ 96	\$ 124	\$ 162	\$ 220	\$ 300
Group Customer	207	138	189	345	343
Canada Corporate	(7)	10	(58)	3	(52)
<b>Base earnings<sup>1</sup></b>	<b>\$ 296</b>	<b>\$ 272</b>	<b>\$ 293</b>	<b>\$ 568</b>	<b>\$ 591</b>
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions <sup>2</sup>	\$ 1	\$ —	\$ (6)	\$ 1	\$ (19)
Market-related impacts on liabilities <sup>2</sup>	4	3	1	7	3
<b>Net earnings - common shareholders</b>	<b>\$ 301</b>	<b>\$ 275</b>	<b>\$ 288</b>	<b>\$ 576</b>	<b>\$ 575</b>
<b>Sales<sup>2</sup></b>					
Individual Insurance	\$ 97	\$ 93	\$ 99	\$ 190	\$ 208
Individual Wealth	2,364	2,947	2,549	5,311	5,792
Group Insurance	101	255	101	356	377
Group Wealth	657	1,009	596	1,666	1,701
<b>Sales<sup>2</sup></b>	<b>\$ 3,219</b>	<b>\$ 4,304</b>	<b>\$ 3,345</b>	<b>\$ 7,523</b>	<b>\$ 8,078</b>
<b>Wealth Management net cash flows<sup>2</sup></b>					
Individual Customer	\$ (412)	\$ 173	\$ 222	\$ (239)	\$ 545
Group Customer	86	541	(198)	627	(502)
<b>Wealth Management net cash flows<sup>2</sup></b>	<b>\$ (326)</b>	<b>\$ 714</b>	<b>\$ 24</b>	<b>\$ 388</b>	<b>\$ 43</b>
<b>Fee and other income</b>					
Individual Customer	\$ 284	\$ 292	\$ 284	\$ 576	\$ 550
Group Customer	206	208	192	414	380
Canada Corporate	8	8	16	16	31
<b>Fee and other income</b>	<b>\$ 498</b>	<b>\$ 508</b>	<b>\$ 492</b>	<b>\$ 1,006</b>	<b>\$ 961</b>
<b>Total assets</b>	<b>\$ 188,037</b>	<b>\$ 199,781</b>	<b>\$ 194,528</b>		
Other assets under management <sup>2,3</sup>	4,050	4,721	5,852		
<b>Total assets under management<sup>1</sup></b>	<b>192,087</b>	<b>204,502</b>	<b>200,380</b>		
Other assets under administration <sup>2,4</sup>	25,800	28,527	31,521		
<b>Total assets under administration<sup>1,4</sup></b>	<b>\$ 217,887</b>	<b>\$ 233,029</b>	<b>\$ 231,901</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 June 30, 2022, other assets under management excluded \$2.9 billion in proprietary mutual funds accounted for as investments on account of segregated fund policyholders (\$3.1 billion at March 31, 2022 and \$1.9 billion at June 30, 2021). Excluding this consolidation adjustment, other assets under management were \$6.9 billion at June 30, 2022 (\$7.8 billion at March 31, 2022 and \$7.8 billion at June 30, 2021).

<sup>4</sup> 2021 comparative figures have been restated to include Financial Horizons Group and Excel Private Wealth Inc. assets under administration.

**Base and net earnings**

In the second quarter of 2022, the Canada segment's net earnings of \$301 million increased by \$13 million compared to the same quarter last year. Base earnings of \$296 million increased by \$3 million compared to the same quarter last year, primarily due to favourable morbidity and investment experience in Group Customer, partially offset by lower fee income and unfavourable experience in Individual Customer.

Items excluded from base earnings were positive \$5 million compared to negative \$5 million for the same quarter last year. Actuarial assumption changes and other management actions were positive \$1 million compared to negative \$6 million for the same quarter last year. Market-related impacts were positive \$4 million compared to positive \$1 million for the same quarter last year.

For the six months ended June 30, 2022, net earnings increased by \$1 million to \$576 million compared to the same period last year. Base earnings of \$568 million decreased by \$23 million compared to the same period last year, primarily due to lower fee income, unfavourable impacts of new business and experience in Individual Customer, and lower surplus investment income on seed money, partially offset by higher investment experience in Group Customer.

For the six months ended June 30, 2022, items excluded from base earnings were positive \$8 million compared to negative \$16 million for the same period last year. Actuarial assumption changes and other management actions were positive \$1 million compared to negative \$19 million for the same period last year. Market-related impacts were positive \$7 million compared to positive \$3 million for the same period last year.

For the second quarter of 2022, the net loss attributable to the participating account was \$4 million compared to net earnings of \$195 million for the same quarter last year, primarily due to less favourable actuarial assumption changes and other management actions.

For the six months ended June 30, 2022, net earnings attributable to the participating account were \$23 million compared to net earnings of \$221 million for the same period last year, primarily due to the same reason discussed for the in-quarter result.

**Sales**

Sales for the second quarter of 2022 of \$3.2 billion decreased by \$0.1 billion compared to the same quarter last year, primarily due to lower individual mutual fund and segregated fund sales.

For the six months ended June 30, 2022, sales decreased by \$0.6 billion to \$7.5 billion compared to the same period last year, primarily due to the same reason discussed for the in-quarter results.

In the second quarter of 2022, wealth management net cash outflows were \$326 million compared to net inflows of \$24 million for the same quarter last year. The decrease was primarily due to higher mutual fund withdrawals in Individual Customer.

Net cash inflows for the six months ended June 30, 2022 were \$388 million compared to \$43 million for the same period last year, primarily due to the loss of an institutional mandate in 2021 that did not recur.

**Fee and other income**

Fee and other income for the second quarter of 2022 of \$498 million increased by \$6 million compared to the same quarter last year. The increase was primarily due to an increase in fee income in Group Customer as a result of the acquisition of ClaimSecure in the third quarter of 2021, partially offset by a decrease in fee income from wealth management businesses as a result of lower market levels and in Canada Corporate as a result of the sale of EverWest Real Estate Investors, LLC and EverWest Advisors, LLC (EverWest) in the fourth quarter of 2021.

For the six months ended June 30, 2022, fee and other income increased by \$45 million to \$1,006 million compared to the same period last year, primarily due to higher Individual Customer and Group Customer fee income as a result of higher average assets under administration driven by higher average equity market levels as well as the same reasons discussed for the in-quarter results.

## UNITED STATES

The United States segment operating results for Lifeco include the results of GWL&A (which operates primarily as 'Empower'), Putnam Investments (Putnam) 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. Subsequent to the second quarter of 2022, Great-West Life & Annuity Insurance Company changed its legal name to Empower Annuity Insurance Company of America.

Through its Financial Services business unit, and specifically the Empower brand, the Company provides an array of financial security products, including employer-sponsored defined contribution plans, administrative and recordkeeping services, individual retirement accounts, fund management as well as investment and advisory services. In addition, 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 insurance are also included in the Financial Services business unit.

Through its Asset Management business unit, and specifically the Putnam brand, the Company provides investment management services and related administrative functions and distribution services, through a broad range of investment products.

## Developments

### Financial Services Developments

- Empower assets under administration (AUA) increased to US\$1.3 trillion at June 30, 2022 from US\$1.1 trillion at December 31, 2021. Empower participant accounts have grown to 17.4 million at June 30, 2022, up from 13.0 million at December 31, 2021. The increases in AUA and participants were primarily the result of the Prudential acquisition.
- On April 1, 2022, Empower completed the previously announced 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 71,000 workplace savings plans.

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 June 30, 2022, US\$25 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\$35 million pre-tax of which were incurred in the second quarter of 2022. The integration is expected to be completed in the first half of 2024.

<i>(in US\$ millions)</i>	For the three months ended		For the six months ended	Total incurred to date
	June 30 2022	March 31 2022	June 30 2022	June 30 2022
Restructuring and integration (pre-tax)	\$ 35	\$ —	\$ 35	\$ 35
Restructuring and integration (post-tax)	26	—	26	26
Transaction costs (pre-tax)	52	2	54	61
Transaction costs (post-tax)	42	1	43	49

- As of June 30, 2022, US\$88 million of pre-tax run rate cost synergies have been achieved related to Empower's acquisition of MassMutual's retirement services business compared to US\$80 million pre-tax as of March 31, 2022. Empower remains on track to achieve run rate cost synergies of US\$160 million pre-tax at the end of integration in 2022 and to achieve run rate revenue synergies of US\$30 million in 2023 and continue to grow beyond 2023.

Empower expects to incur restructuring and integration expenses of US\$125 million pre-tax related to the MassMutual acquisition. The integration remains on track to be completed in the second half of 2022.

<i>(in US\$ millions)</i>	<b>For the three months ended</b>			<b>For the six months ended</b>	<b>Total incurred to date</b>
	<b>June 30 2022</b>	March 31 2022	June 30 2021	<b>June 30 2022</b>	<b>June 30 2022</b>
Restructuring and integration (pre-tax)	\$ 10	\$ 7	\$ 8	\$ 17	\$ 91
Restructuring and integration (post-tax)	7	6	6	13	69

- As a result of the acquisition of Personal Capital in the third quarter of 2020, Empower expects to incur total integration expenses of US\$57 million pre-tax. The integration is expected to be completed in the second half of 2022. At June 30, 2022, Empower has recognized total pre-tax contingent consideration transaction expense of US\$102 million (nil during the six months ended June 30, 2022), primarily based on a higher best estimate of net new assets above the amount assumed in the purchase price.

<i>(in US\$ millions)</i>	<b>For the three months ended</b>			<b>For the six months ended</b>	<b>Total incurred to date</b>
	<b>June 30 2022</b>	March 31 2022	June 30 2021	<b>June 30 2022</b>	<b>June 30 2022</b>
Restructuring and integration (pre-tax)	\$ 3	\$ 6	\$ 5	\$ 9	\$ 35
Restructuring and integration (post-tax)	2	4	3	6	25
Transaction costs (pre-tax)	—	—	17	—	102
Transaction costs (post-tax)	—	—	17	—	96

### Asset Management Developments

- Putnam's ending other assets under management (AUM) at June 30, 2022 of US\$167.0 billion decreased by 13% compared to March 31, 2022, while average AUM for the three months ended June 30, 2022 of US\$177.9 billion decreased 10% compared to the same quarter last year.
- Putnam continues to sustain strong investment performance relative to its peers. As of June 30, 2022, approximately 65% and 79% of Putnam's fund assets performed at levels above the Lipper median on a three-year and five-year basis, respectively. In addition, 42% and 64% of Putnam's fund assets were in the Lipper top quartile on a three-year and five-year basis, respectively. Putnam has 23 funds currently rated 4 or 5 stars by Morningstar Ratings.
- During the second quarter of 2022, Putnam made a series of product-related announcements to meet evolving market demand for sustainable investment options, which are expected to launch over the coming months:
  - The launching of three actively managed, transparent exchange traded funds (ETFs), each with a distinct investment focus.
  - The repositioning of Putnam's RetirementReady Funds target-date series as the Putnam Sustainable Retirement Funds, employing sustainability-focused or environmental, social and governance (ESG) principles and strategies.

- The launching of three active fixed income and two active quantitative equity ETFs with an ESG focus. These fixed income and quantitative equity ESG ETFs, along with the existing Putnam Sustainable Leaders ETF and Putnam Sustainable Future ETF, will serve as underlying investment components within the Putnam Sustainable Retirement Funds.

**Selected Financial Information - United States**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings<sup>1</sup></b>	\$ 143	\$ 120	\$ 190	\$ 263	\$ 294
<b>Items excluded from base earnings</b>					
Market-related impacts on liabilities <sup>2</sup>	(17)	(2)	(1)	(19)	(3)
Restructuring and integration costs	(44)	(12)	(15)	(56)	(27)
Transaction costs related to acquisitions	(53)	(1)	(24)	(54)	(25)
<b>Net earnings - common shareholders</b>	<b>\$ 29</b>	<b>\$ 105</b>	<b>\$ 150</b>	<b>\$ 134</b>	<b>\$ 239</b>
<b>Sales<sup>2</sup></b>	<b>\$ 26,329</b>	<b>\$ 62,807</b>	<b>\$ 36,368</b>	<b>\$ 89,136</b>	<b>\$ 135,307</b>
<b>Fee and other income</b>	<b>1,071</b>	<b>949</b>	<b>960</b>	<b>2,020</b>	<b>1,887</b>
<b>Base earnings (US\$)<sup>1</sup></b>	<b>\$ 113</b>	<b>\$ 95</b>	<b>\$ 155</b>	<b>\$ 208</b>	<b>\$ 236</b>
<b>Items excluded from base earnings (US\$)</b>					
Market-related impacts on liabilities <sup>2</sup>	(13)	(2)	—	(15)	(1)
Restructuring and integration costs	(35)	(10)	(13)	(45)	(22)
Transaction costs related to acquisitions	(42)	(1)	(20)	(43)	(21)
<b>Net earnings - common shareholders (US\$)</b>	<b>\$ 23</b>	<b>\$ 82</b>	<b>\$ 122</b>	<b>\$ 105</b>	<b>\$ 192</b>
<b>Sales (US\$)<sup>2</sup></b>	<b>\$ 20,570</b>	<b>\$ 49,454</b>	<b>\$ 29,568</b>	<b>\$ 70,024</b>	<b>\$ 107,473</b>
<b>Fee and other income (US\$)</b>	<b>837</b>	<b>747</b>	<b>781</b>	<b>1,584</b>	<b>1,511</b>
<b>Total assets (US\$)<sup>3</sup></b>	<b>\$ 230,480</b>	<b>\$ 157,947</b>	<b>\$ 165,027</b>		
Other assets under management <sup>2,3</sup>	204,946	233,699	234,508		
<b>Total assets under management<sup>1,3</sup></b>	<b>435,426</b>	<b>391,646</b>	<b>399,535</b>		
Other assets under administration <sup>2,3</sup>	1,020,783	954,489	936,245		
<b>Total assets under administration (US\$)<sup>1,3</sup></b>	<b>\$ 1,456,209</b>	<b>\$ 1,346,135</b>	<b>\$ 1,335,780</b>		
<b>Total assets under administration (C\$)<sup>1,3</sup></b>	<b>\$ 1,878,510</b>	<b>\$ 1,682,669</b>	<b>\$ 1,656,368</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 Prudential acquisition during the second quarter of 2022 added US\$90 billion (C\$116 billion) in total assets, US\$1 billion (C\$1 billion) in other assets under management and US\$193 billion (C\$250 billion) in other assets under administration as at June 30, 2022.

**Financial Services Operating Results**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings<sup>1</sup></b>	\$ 156	\$ 134	\$ 171	\$ 290	\$ 278
<b>Items excluded from base earnings</b>					
Market-related impact on liabilities <sup>2</sup>	(17)	(2)	(1)	(19)	(3)
Restructuring and integration costs	(32)	(12)	(11)	(44)	(23)
<b>Net earnings - common shareholders</b>	<u>\$ 107</u>	<u>\$ 120</u>	<u>\$ 159</u>	<u>\$ 227</u>	<u>\$ 252</u>
<b>Sales<sup>2</sup></b>	\$ 14,783	\$ 49,686	\$ 23,921	\$ 64,469	\$ 106,765
<b>Fee and other income</b>	797	653	660	1,450	1,287
<b>Base earnings (US\$)<sup>1</sup></b>	\$ 123	\$ 106	\$ 139	\$ 229	\$ 223
<b>Items excluded from base earnings (US\$)</b>					
Market-related impact on liabilities <sup>2</sup>	(13)	(2)	—	(15)	(1)
Restructuring and integration costs	(26)	(10)	(9)	(36)	(18)
<b>Net earnings - common shareholders (US\$)</b>	<u>\$ 84</u>	<u>\$ 94</u>	<u>\$ 130</u>	<u>\$ 178</u>	<u>\$ 204</u>
<b>Sales (US\$)<sup>2</sup></b>	\$ 11,549	\$ 39,123	\$ 19,448	\$ 50,672	\$ 84,679
<b>Fee and other income (US\$)</b>	623	514	537	1,137	1,030

<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 second quarter of 2022, net earnings of US\$84 million decreased by US\$46 million compared to the same quarter last year. Base earnings of US\$123 million decreased by US\$16 million compared to the same quarter last year, primarily due to lower Empower net fee income and higher operating expenses to support participant growth. These items were partially offset by base earnings of US\$35 million related to the Prudential acquisition as well as higher contributions from investment experience.

Items excluded from base earnings for the second quarter of 2022 were negative US\$39 million compared to negative US\$9 million for the same quarter last year, primarily due to market volatility resulting in hedge ineffectiveness related to Prudential guaranteed lifetime withdrawal benefit products and higher integration costs related to the Prudential acquisition.

For the six months ended June 30, 2022, net earnings decreased by US\$26 million to US\$178 million compared to the same period last year. Base earnings of US\$229 million increased by US\$6 million compared to the same period last year, primarily due to base earnings of US\$35 million related to the Prudential acquisition as well as higher contributions from investment experience, partially offset by lower Empower net fee income as well as higher operating expenses to support participant growth.

For the six months ended June 30, 2022, items excluded from base earnings were negative US\$51 million compared to negative US\$19 million for the same period last year, primarily due to the same reasons discussed for the in-quarter results.

**Sales**

Sales in the second quarter of 2022 of US\$11.5 billion decreased by US\$7.9 billion compared to the same quarter last year. The decrease was primarily due to lower Empower large plan sales. Included in sales for the second quarter of 2021 was one Empower large plan sale. Large plan sales can be highly variable from period to period and tend to be lower margin; however, contribute to covering fixed overhead costs.

For the six months ended June 30, 2022, sales decreased by US\$34.0 billion to US\$50.7 billion compared to the same period last year, primarily due to the same reason discussed for the in-quarter results. Included in sales for the first quarter of 2021 was one Empower large plan sale relating to a new client with approximately 316,000 participants.

**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 second quarter of 2022 of US\$623 million increased by US\$86 million compared to the same quarter last year. The increase was primarily due to Prudential fee income of US\$148 million, partially offset by lower Empower fee income driven by lower AUA and transaction volumes.

For the six months ended June 30, 2022, fee and other income increased by US\$107 million to US\$1,137 million compared to the same period last year, primarily for the same reasons discussed for the in-quarter results.

**Asset Management Operating Results**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Core net earnings (loss)<sup>1</sup></b>	\$ (9)	\$ 1	\$ 30	\$ (8)	\$ 37
Non-core net earnings (loss) <sup>1</sup>	(3)	(6)	(9)	(9)	(19)
<b>Net earnings (loss)<sup>2</sup></b>	<b>\$ (12)</b>	<b>\$ (5)</b>	<b>\$ 21</b>	<b>\$ (17)</b>	<b>\$ 18</b>
<b>Sales<sup>3</sup></b>	<b>\$ 11,546</b>	<b>\$ 13,121</b>	<b>\$ 12,447</b>	<b>\$ 24,667</b>	<b>\$ 28,542</b>
<b>Fee income</b>					
Investment management fees	\$ 195	\$ 208	\$ 208	\$ 403	\$ 415
Performance fees	(3)	—	1	(3)	2
Service fees	35	36	36	71	72
Underwriting & distribution fees	47	52	55	99	111
<b>Fee income</b>	<b>\$ 274</b>	<b>\$ 296</b>	<b>\$ 300</b>	<b>\$ 570</b>	<b>\$ 600</b>
<b>Core net earnings (loss) (US\$)<sup>1</sup></b>	\$ (7)	\$ 1	\$ 25	\$ (6)	\$ 30
Non-core net earnings (loss) (US\$) <sup>1</sup>	(2)	(5)	(8)	(7)	(16)
<b>Net earnings (loss) (US\$)<sup>2</sup></b>	<b>\$ (9)</b>	<b>\$ (4)</b>	<b>\$ 17</b>	<b>\$ (13)</b>	<b>\$ 14</b>
<b>Sales (US\$)<sup>3</sup></b>	<b>\$ 9,021</b>	<b>\$ 10,331</b>	<b>\$ 10,120</b>	<b>\$ 19,352</b>	<b>\$ 22,794</b>
<b>Fee income (US\$)</b>					
Investment management fees	\$ 152	\$ 164	\$ 169	\$ 316	\$ 332
Performance fees	(2)	—	1	(2)	2
Service fees	27	28	29	55	58
Underwriting & distribution fees	37	41	45	78	89
<b>Fee income (US\$)</b>	<b>\$ 214</b>	<b>\$ 233</b>	<b>\$ 244</b>	<b>\$ 447</b>	<b>\$ 481</b>
<b>Core margin (pre-tax)<sup>4</sup></b>	<b>(4.5)%</b>	<b>0.4 %</b>	<b>13.1 %</b>	<b>(2.0)%</b>	<b>8.2 %</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> For the Asset Management business unit, there were no differences between net earnings (loss) and base earnings (loss) in the periods presented.

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

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

**Net earnings**

For the Asset Management business unit, there were no differences between net earnings (loss) and base earnings (loss) in the periods presented.

The net loss for the second quarter of 2022 was US\$9 million compared to net earnings of US\$17 million for the same period last year, primarily driven by lower other AUM-based fee revenue and lower net investment income, partially offset by lower expenses.

The net loss for the six months ended June 30, 2022 was US\$13 million compared to net earnings of US\$14 million for the same period last year, primarily due to the same reasons discussed for the in-quarter results.

**Sales**

Sales in the second quarter of 2022 decreased by US\$1.1 billion to US\$9.0 billion compared to the same quarter last year, primarily due to a decrease in institutional sales of US\$1.0 billion.

For the six months ended June 30, 2022, sales decreased by US\$3.4 billion to US\$19.4 billion compared to the same period last year, primarily due to a US\$2.0 billion decrease in institutional sales and a US\$1.4 billion decrease in mutual fund sales.

**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 Putnam's investment products, 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 second quarter of 2022 decreased by US\$30 million to US\$214 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 markets. The decrease in underwriting and distribution fees was partially offset by lower distribution expenses.

For the six months ended June 30, 2022, fee income decreased by US\$34 million to US\$447 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

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

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Beginning other AUM</b>	\$ 192,328	\$ 202,532	\$ 193,470	\$ 202,532	\$ 191,554
Sales - Mutual funds and ETFs <sup>1</sup>	\$ 5,396	\$ 5,584	\$ 5,525	\$ 10,980	\$ 12,394
Redemptions - Mutual funds and ETFs	(7,185)	(7,312)	(6,992)	(14,497)	(14,106)
Net asset flows - Mutual funds and ETFs <sup>1</sup>	(1,789)	(1,728)	(1,467)	(3,517)	(1,712)
Sales - Institutional <sup>1</sup>	\$ 3,625	\$ 4,747	\$ 4,595	\$ 8,372	\$ 10,400
Redemptions - Institutional	(6,210)	(5,454)	(6,811)	(11,664)	(14,347)
Net asset flows - Institutional <sup>1</sup>	(2,585)	(707)	(2,216)	(3,292)	(3,947)
Net asset flows - Total <sup>1</sup>	\$ (4,374)	\$ (2,435)	\$ (3,683)	\$ (6,809)	\$ (5,659)
Impact of market/performance	(20,989)	(7,769)	8,784	(28,758)	12,676
<b>Ending other AUM<sup>3</sup></b>	<b>\$ 166,965</b>	<b>\$ 192,328</b>	<b>\$ 198,571</b>	<b>\$ 166,965</b>	<b>\$ 198,571</b>
<u>Average other AUM<sup>1</sup></u>					
Mutual funds and ETFs	\$ 85,250	\$ 92,643	\$ 97,139	\$ 88,946	\$ 95,763
Institutional assets	92,658	101,195	100,088	96,926	99,845
<b>Total average other AUM<sup>1</sup></b>	<b>\$ 177,908</b>	<b>\$ 193,838</b>	<b>\$ 197,227</b>	<b>\$ 185,872</b>	<b>\$ 195,608</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\$707 million at June 30, 2022 in assets for which Putnam 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 Putnam-designed custom indices that serve as the reference benchmark for third-party insurance investment products (US\$602 million at March 31, 2022 and US\$208 million at June 30, 2021).

<sup>3</sup> At June 30, 2022, ending other AUM included US\$20.7 billion of assets managed for other business units within the Lifeco group of companies (US\$22.1 billion at March 31, 2022 and US\$21.0 billion at June 30, 2021).

Putnam's average other AUM for the three months ended June 30, 2022 were US\$177.9 billion, a decrease of US\$19.3 billion compared to the same quarter last year, primarily due to the impact of lower equity markets. Net asset outflows for the second quarter of 2022 were US\$4.4 billion compared to net asset outflows of US\$3.7 billion in the same quarter last year.

### United States Corporate Operating Results

U.S. Corporate consists of items not associated directly with or allocated to the United States business units, including the impact of certain non-continuing items related to the U.S. segment.

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings (loss)<sup>1</sup></b>	\$ (1)	\$ (9)	\$ (2)	\$ (10)	\$ (2)
<b>Items excluded from base earnings (loss)</b>					
Transaction costs related to acquisitions	(53)	(1)	(24)	(54)	(25)
Restructuring and integration costs	(12)	—	(4)	(12)	(4)
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (66)</b>	<b>\$ (10)</b>	<b>\$ (30)</b>	<b>\$ (76)</b>	<b>\$ (31)</b>
<b>Base earnings (loss) (US\$)<sup>1</sup></b>	\$ (1)	\$ (7)	\$ (1)	\$ (8)	\$ (1)
<b>Items excluded from base earnings (loss) (US\$)</b>					
Transaction costs related to acquisitions	(42)	(1)	(20)	(43)	(21)
Restructuring and integration costs	(9)	—	(4)	(9)	(4)
<b>Net earnings (loss) - common shareholders (US\$)</b>	<b>\$ (52)</b>	<b>\$ (8)</b>	<b>\$ (25)</b>	<b>\$ (60)</b>	<b>\$ (26)</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.

### Net earnings

In the second quarter of 2022, the net loss was US\$52 million compared to a net loss of US\$25 million for the same quarter last year, primarily due to higher restructuring and transaction costs related to the Prudential acquisition.

For the six months ended June 30, 2022, the net loss increased by US\$34 million to US\$60 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

### EUROPE

The Europe segment is comprised of three distinct business units serving customers in the United Kingdom (U.K.), Ireland and Germany and offers protection and wealth management products, including payout annuity products. The U.K. and Germany business units operate under the Canada Life brand and the Ireland business unit operates under the Irish Life brand.

The core products offered by the U.K. business unit are bulk and individual payout annuities, equity release mortgages, investments (including life bonds, retirement drawdown and pension), individual protection and group insurance. These products are distributed through independent financial advisors and employee benefit consultants in the U.K. and Isle of Man.

The core products offered by Irish Life Group Limited (Irish Life) in Ireland are savings and investments, individual and group life insurance, health insurance and pension products. These products are distributed through independent brokers, a direct sales force and tied agent bank branches. Irish Life Health offers individual and corporate health plans, distributed through independent brokers and direct channels. Irish Life Investment Managers (ILIM) is one of the Company's fund management operations in Ireland. In addition to managing assets on behalf of companies in the Lifeco group, ILIM also manages assets for a wide range of institutional clients including pension schemes, insurance companies, wealth managers, fiduciary managers and sovereign wealth funds across Europe and North America. Setanta Asset Management, a subsidiary of the Company, manages assets for third-party institutional clients and a number of companies in the Lifeco group. The Company also owns a number of employee benefits and wealth consultancy businesses in Ireland.

The core products offered by the Germany business unit are individual and group pensions and life insurance products. These products are distributed through independent brokers and multi-tied agents.

**Developments**

- In the second quarter of 2021, a 50:50 joint venture agreement was reached by Allied Irish Banks plc (AIB) and Canada Life Irish Holding Company Limited to form a new life assurance company. The new life assurance company is working towards being fully licensed and ready for launch by the end of 2022. In the second quarter of 2022, the Company incurred transaction costs of \$4 million (\$10 million incurred to date) related to this agreement. The joint venture agreement is subject to customary regulatory approval and authorization processes.
- In the second quarter of 2022, Irish Life invested in a minority shareholding in U.K.-based financial technology company Multiply.AI (Multiply). Multiply helps clients achieve their financial goals by connecting them through an automated digital advice service to their own individual financial plans with recommended next steps and access to their chosen advisor. This investment allows Irish Life to build on its existing digital capabilities by designing and building compliant digital customer journeys specific to the Irish market.
- The recent group protection industry survey 'Group Watch 2022' from Swiss Re confirmed Canada Life U.K. as the leading provider by in-force premium, policies and lives insured.
- In the second quarter of 2022, ASSEKURATA Assekuranz Rating-Agentur GmbH, a German financial strength rating agency, raised the credit rating of Canada Life Assurance Europe plc, a subsidiary of Canada Life, from AA- to AA, making Canada Life one of the highest rated life insurance companies in Germany.
- Beginning April 2022, Canada Life's Potters Bar and London offices are being supplied with 100% renewable REGO-certified electricity (Renewable Energy Guarantees of Origin), making the carbon emissions from electricity in these offices effectively zero.

**Selected Financial Information - Europe**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings (loss)<sup>1</sup></b>					
United Kingdom	\$ 101	\$ 138	\$ 53	\$ 239	\$ 173
Ireland	74	69	68	143	111
Germany	40	42	72	82	112
Europe Corporate	(7)	(4)	(9)	(11)	(11)
<b>Base earnings<sup>1</sup></b>	<b>\$ 208</b>	<b>\$ 245</b>	<b>\$ 184</b>	<b>\$ 453</b>	<b>\$ 385</b>
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions <sup>2</sup>	19	(8)	41	11	59
Market-related impact on liabilities <sup>2</sup>	6	(12)	(19)	(6)	(43)
Transaction costs related to acquisitions	(4)	(6)	—	(10)	—
Tax legislative changes impact on liabilities	—	—	(21)	—	(21)
<b>Net earnings - common shareholders</b>	<b>\$ 229</b>	<b>\$ 219</b>	<b>\$ 185</b>	<b>\$ 448</b>	<b>\$ 380</b>
<b>Sales<sup>2</sup></b>					
Insurance	\$ 924	\$ 1,198	\$ 766	\$ 2,122	\$ 1,363
Wealth Management	4,977	7,161	5,160	12,138	11,789
<b>Sales<sup>2</sup></b>	<b>\$ 5,901</b>	<b>\$ 8,359</b>	<b>\$ 5,926</b>	<b>\$ 14,260</b>	<b>\$ 13,152</b>
<b>Wealth and investment only net cash flows<sup>2</sup></b>					
United Kingdom	\$ 236	\$ 203	\$ 172	\$ 439	\$ 197
Ireland	(360)	2,402	95	2,042	598
Germany	194	282	219	476	433
<b>Wealth and investment only net cash flows<sup>2</sup></b>	<b>\$ 70</b>	<b>\$ 2,887</b>	<b>\$ 486</b>	<b>\$ 2,957</b>	<b>\$ 1,228</b>
<b>Fee and other income</b>					
United Kingdom	\$ 47	\$ 42	\$ 39	\$ 89	\$ 85
Ireland	186	193	192	379	383
Germany	107	119	115	226	231
<b>Fee and other income</b>	<b>\$ 340</b>	<b>\$ 354</b>	<b>\$ 346</b>	<b>\$ 694</b>	<b>\$ 699</b>
<b>Total assets</b>	<b>\$ 169,322</b>	<b>\$ 187,178</b>	<b>\$ 189,839</b>		
Other assets under management <sup>2</sup>	50,251	57,091	61,655		
<b>Total assets under management<sup>1</sup></b>	<b>219,573</b>	<b>244,269</b>	<b>251,494</b>		
Other assets under administration <sup>2,3</sup>	10,699	11,673	12,169		
<b>Total assets under administration<sup>2</sup></b>	<b>\$ 230,272</b>	<b>\$ 255,942</b>	<b>\$ 263,663</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 June 30, 2022, other assets under administration excluded \$9.6 billion of assets managed for other business units within the Lifeco group of companies (\$10.3 billion at March 31, 2022 and \$7.8 billion at June 30, 2021).

**Base and net earnings**

In the second quarter of 2022, the Europe segment's net earnings of \$229 million increased by \$44 million compared to the same quarter last year. Base earnings of \$208 million increased by \$24 million compared to the same quarter last year, primarily due to favourable investment experience in the U.K., favourable morbidity experience in Ireland as well as favourable mortality experience in the U.K. and Ireland, partially offset by the impact of currency movement. In addition, the Company had a revaluation of deferred taxes resulting in an increase in taxes in the second quarter of 2021; there was no revaluation in 2022.

Items excluded from base earnings for the second quarter of 2022 were positive \$21 million compared to positive \$1 million for the same quarter last year. The increase was primarily due to favourable market-related impacts driven by property cash flows in the U.K. in the second quarter of 2022 and unfavourable U.K. tax legislative changes in the second quarter of 2021. The increase was partially offset by lower actuarial assumption changes as well as transaction costs related to the joint venture agreement with AIB in Ireland.

For the six months ended June 30, 2022, net earnings increased by \$68 million to \$448 million compared to the same period last year. Base earnings of \$453 million increased by \$68 million compared to the same period last year. The increase was primarily due to higher fee income and favourable morbidity experience in Ireland, favourable investment experience in the U.K. and favourable mortality experience in Ireland and the U.K. The six months ended June 30, 2021 included a revaluation of deferred taxes discussed for the in-quarter results. The increase was partially offset by less favourable annuitant experience in the U.K. and the impact of currency movement.

For the six months ended June 30, 2022, items excluded from base earnings of negative \$5 million were comparable to the same period last year. Less unfavourable market-related impacts on liabilities, transaction costs and contingent consideration provisions related to recent acquisitions in Ireland as well as unfavourable U.K. tax legislative changes in the second quarter of 2021 were offset by lower actuarial assumption changes.

**Sales**

Sales for the second quarter of 2022 decreased by \$25 million to \$5.9 billion compared to the same quarter last year. Higher wealth management sales in the U.K. and Ireland as well as growth in equity release mortgage sales in the U.K. were more than offset by the negative impact of currency movement.

For the six months ended June 30, 2022, sales increased by \$1.1 billion to \$14.3 billion compared to the same period last year, primarily due to higher wealth management sales across all business units as well as growth in equity release mortgage and bulk annuity sales in the U.K., partially offset by the impact of currency movement.

In the second quarter of 2022, wealth and investment only net cash inflows were \$70 million compared to \$486 million for the same quarter last year. The decrease was primarily due to higher fund management outflows in Ireland and lower wealth management sales in Germany, partially offset by higher wealth management sales in the U.K. For the six months ended June 30, 2022, net cash inflows were \$2,957 million compared to \$1,228 million for the same period last year, primarily due to higher wealth management sales across all business units.

**Fee and other income**

Fee and other income for the second quarter of 2022 decreased by \$6 million to \$340 million compared to the same quarter last year, primarily due to the impact of currency movement, partially offset by higher management fees on segregated fund assets across all business units.

For the six months ended June 30, 2022, fee and other income decreased by \$5 million to \$694 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

**CAPITAL AND RISK SOLUTIONS**

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

**Developments**

- In the second quarter of 2022, Capital and Risk Solutions continued growing its international presence in Asia, Europe and the U.S. The Company entered into a second mortgage reinsurance agreement with an insurance company in Israel, completed new longevity contracts in the U.K. and added new structured transactions in the U.S. during the quarter.

**Selected Financial Information - Capital and Risk Solutions**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings (loss)<sup>1</sup></b>					
Reinsurance	\$ 176	\$ 171	\$ 151	\$ 347	\$ 297
Capital and Risk Solutions Corporate	(2)	(1)	(1)	(3)	(2)
<b>Base earnings<sup>1</sup></b>	<b>\$ 174</b>	<b>\$ 170</b>	<b>\$ 150</b>	<b>\$ 344</b>	<b>\$ 295</b>
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions <sup>2</sup>	1	(1)	2	—	2
Market-related impact on liabilities <sup>2</sup>	(8)	—	—	(8)	—
<b>Net earnings - common shareholder</b>	<b>\$ 167</b>	<b>\$ 169</b>	<b>\$ 152</b>	<b>\$ 336</b>	<b>\$ 297</b>
<b>Total net premiums</b>					
Reinsurance	\$ 8,752	\$ 7,308	\$ 6,278	\$ 16,060	\$ 13,740
Capital and Risk Solutions Corporate	4	4	4	8	8
<b>Total net premiums</b>	<b>\$ 8,756</b>	<b>\$ 7,312</b>	<b>\$ 6,282</b>	<b>\$ 16,068</b>	<b>\$ 13,748</b>
<b>Total assets<sup>3</sup></b>	<b>\$ 15,627</b>	<b>\$ 16,066</b>	<b>\$ 15,175</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 other assets under management or other assets under administration.

**Base and net earnings**

In the second quarter of 2022, the Capital and Risk Solutions segment's net earnings of \$167 million increased by \$15 million compared to the same quarter last year. Base earnings of \$174 million increased by \$24 million compared to the same quarter last year. The increase was primarily due to growth in business in-force, favourable claims experience in the U.S. life business and the commutation of a reinsurance treaty, partially offset by the impact of currency movement.

Items excluded from base earnings were negative \$7 million compared to positive \$2 million for the same quarter last year. The second quarter of 2022 included an increase in actuarial liabilities on a legacy block of business with investment performance guarantees, reflecting negative market-related experience during the quarter.

For the six months ended June 30, 2022, net earnings increased by \$39 million to \$336 million compared to the same period last year. Base earnings of \$344 million increased by \$49 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

For the six months ended June 30, 2022, items excluded from base earnings were negative \$8 million compared to positive \$2 million for the same period last year, primarily due to the same reason discussed for the in-quarter results.

**Total net premiums**

Reinsurance premiums can vary significantly from period to period depending on the terms of underlying treaties. For certain life reinsurance transactions, premiums will vary based on the form of the transaction. Treaties where insurance contract liabilities are assumed on a proportionate basis will typically have significantly higher premiums than treaties where claims are not incurred by the reinsurer until a threshold is exceeded. Earnings are not directly correlated to premiums received.

Total net premiums for the second quarter of 2022 of \$8.8 billion increased by \$2.5 billion compared to the same quarter last year, primarily due to new reinsurance agreements.

For the six months ended June 30, 2022, total net premiums increased by \$2.3 billion to \$16.1 billion compared to the same period last year, primarily due to the same reason discussed for the in-quarter results.

**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.

In the second quarter of 2022, Lifeco Corporate net earnings of \$9 million were comparable to the same quarter last year.

For the six months ended June 30, 2022, Lifeco Corporate net earnings were \$11 million compared to nil for the same period last year, primarily due to higher net investment income, partially offset by lower operating expenses. There were no differences between Lifeco Corporate net earnings and base earnings in the periods presented.

**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 second quarter of 2022, there were no significant changes to the Company's risk management and control practices, including the risks (financial, operational, regulatory and other risks) related to the COVID-19 pandemic and geopolitical tensions.

Refer to the Company's 2021 Annual MD&A for a detailed description of the Company's risk management and control practices.

**ACCOUNTING POLICIES****INTERNATIONAL FINANCIAL REPORTING STANDARDS**

There were IFRS changes in 2022 which did not have a significant impact on the Company. As well, due to the evolving nature of IFRS, there are changes to 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 the amendments to IFRS for IAS 37, *Provisions, Contingent Liabilities and Contingent Assets* and *Annual Improvements 2018-2020 Cycle* for the amendment to IFRS 16, *Leases* effective January 1, 2022. The adoption of these amendments did not have a significant impact on the Company's financial statements.

There have been no other significant changes to the future accounting policies, including IFRS 17, *Insurance Contracts*, and IFRS 9, *Financial Instruments*, that are expected to impact the Company, in addition to the disclosure in the Company's December 31, 2021 Annual MD&A.

IFRS 17, *Insurance Contracts* (IFRS 17), will replace IFRS 4, *Insurance Contracts* effective January 1, 2023. IFRS 17 will affect how the Company accounts for its insurance contracts and how it reports financial performance in the Consolidated Statements of Earnings, in particular the timing of earnings recognition for insurance contracts. The adoption of IFRS 17 will also have a significant impact on how insurance contract results are presented and disclosed in the consolidated financial statements and on regulatory and tax regimes that are dependent upon IFRS accounting values. The Company expects its insurance contract liabilities, including the contractual service margin, to increase upon adoption. The January 1, 2022 shareholders' equity is expected to decrease by 10% to 15% on the retroactive application of IFRS 17 on January 1, 2023, primarily due to the establishment of the contractual service margin. The Company continues to assess the impacts through its global implementation plan, however the accounting policy change will not impact the economics of the affected businesses or the Company's business model. The Company continues to make progress in implementing its project plan and will be compliant with the standard effective January 1, 2023.

IFRS 9, *Financial Instruments* (IFRS 9) will replace IAS 39, *Financial Instruments: Recognition and Measurement* effective January 1, 2023. The standard 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 disclosure for the measurement and classification of the Company's portfolio investments provides most of the information required by IFRS 9. Upon adoption of IFRS 9 on January 1, 2023, the Company does not expect a material change in the level of invested assets, nor a material increase in earnings volatility. The Company anticipates electing the option of presenting comparative information about a financial asset as if the classification and measurement requirements of IFRS 9 had been applied to that financial asset in the comparative period, as permitted by the amendment to IFRS 17 published by the IASB in December 2021. The Company continues to evaluate the impact of the adoption of this standard with the adoption of IFRS 17.

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 June 30, 2022.

## **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 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 International Accounting Standards Board (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 provide an alternate measure to understand the underlying business performance compared to IFRS net earnings (loss). Base earnings (loss) exclude the following items:

- The impact of actuarial assumption changes and other management actions;
- 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 impact on general fund equity and investment properties supporting insurance contract liabilities;
  - other market impacts on insurance and investment contract liabilities and deferred tax liabilities, including those arising from the difference between actual and expected market movements; and
- Certain items that, when removed, assist in explaining the Company's underlying business performance including restructuring costs, integration costs related to business acquisitions, material legal settlements, material impairment charges related to goodwill and intangible assets, impact of substantially enacted income tax rate changes and other tax impairments and net gains, losses or costs related to the disposition or acquisition of a business.

**Lifeco<sup>1</sup>**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings</b>	\$ 830	\$ 809	\$ 826	\$ 1,639	\$ 1,565
<b>Items excluded from Lifeco base earnings</b>					
Actuarial assumption changes and other management actions (pre-tax)	\$ 24	\$ (9)	\$ 42	\$ 15	\$ 46
Income tax (expense) benefit	(3)	—	(5)	(3)	(4)
Market-related impacts on liabilities (pre-tax)	(19)	(14)	(14)	(33)	(39)
Income tax (expense) benefit	4	3	(5)	7	(4)
Transaction costs related to acquisitions (pre-tax)	(71)	(8)	(25)	(79)	(27)
Income tax (expense) benefit	14	1	1	15	2
Restructuring and integration costs (pre-tax)	(60)	(17)	(21)	(77)	(37)
Income tax (expense) benefit	16	5	6	21	10
Tax legislative changes impact on liabilities	—	—	(21)	—	(21)
<b>Total pre-tax items excluded from base earnings</b>	<b>\$ (126)</b>	<b>\$ (48)</b>	<b>\$ (18)</b>	<b>\$ (174)</b>	<b>\$ (57)</b>
<b>Impact of items excluded from base earnings on income taxes</b>	<b>31</b>	<b>9</b>	<b>(24)</b>	<b>40</b>	<b>(17)</b>
<b>Net earnings - common shareholders</b>	<b>\$ 735</b>	<b>\$ 770</b>	<b>\$ 784</b>	<b>\$ 1,505</b>	<b>\$ 1,491</b>

<sup>1</sup> There is no difference between base earnings and net earnings for Lifeco Corporate in the periods presented.

**Management's Discussion & Analysis**

**Canada**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings</b>	\$ 296	\$ 272	\$ 293	\$ 568	\$ 591
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions (pre-tax)	\$ 1	\$ 1	\$ (7)	\$ 2	\$ (25)
Income tax (expense) benefit	—	(1)	1	(1)	6
Market-related impacts on liabilities (pre-tax)	6	4	1	10	3
Income tax (expense) benefit	(2)	(1)	—	(3)	—
<b>Net earnings - common shareholders</b>	<b>\$ 301</b>	<b>\$ 275</b>	<b>\$ 288</b>	<b>\$ 576</b>	<b>\$ 575</b>

**United States**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings</b>	\$ 143	\$ 120	\$ 190	\$ 263	\$ 294
<b>Items excluded from base earnings</b>					
Market-related impacts on liabilities (pre-tax)	\$ (21)	\$ (3)	\$ (1)	\$ (24)	\$ (3)
Income tax (expense) benefit	4	1	—	5	—
Restructuring and integration costs (pre-tax)	(60)	(17)	(21)	(77)	(37)
Income tax (expense) benefit	16	5	6	21	10
Transaction costs related to acquisitions (pre-tax)	(67)	(2)	(25)	(69)	(27)
Income tax (expense) benefit	14	1	1	15	2
<b>Net earnings - common shareholders</b>	<b>\$ 29</b>	<b>\$ 105</b>	<b>\$ 150</b>	<b>\$ 134</b>	<b>\$ 239</b>

**Europe**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings</b>	\$ 208	\$ 245	\$ 184	\$ 453	\$ 385
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions (pre-tax)	\$ 22	\$ (9)	\$ 48	\$ 13	\$ 70
Income tax (expense) benefit	(3)	1	(7)	(2)	(11)
Market-related impacts on liabilities (pre-tax)	4	(15)	(14)	(11)	(39)
Income tax (expense) benefit	2	3	(5)	5	(4)
Transaction costs related to acquisitions (pre-tax)	(4)	(6)	—	(10)	—
Income tax (expense) benefit	—	—	—	—	—
Tax legislative changes impact on liabilities	—	—	(21)	—	(21)
<b>Net earnings - common shareholders</b>	<b>\$ 229</b>	<b>\$ 219</b>	<b>\$ 185</b>	<b>\$ 448</b>	<b>\$ 380</b>

**Capital and Risk Solutions**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
<b>Base earnings</b>	\$ 174	\$ 170	\$ 150	\$ 344	\$ 295
<b>Items excluded from base earnings</b>					
Actuarial assumption changes and other management actions (pre-tax)	\$ 1	\$ (1)	\$ 1	\$ —	\$ 1
Income tax (expense) benefit	—	—	1	—	1
Market-related impact on liabilities (pre-tax)	(8)	—	—	(8)	—
Income tax (expense) benefit	—	—	—	—	—
<b>Net earnings - common shareholder</b>	<b>\$ 167</b>	<b>\$ 169</b>	<b>\$ 152</b>	<b>\$ 336</b>	<b>\$ 297</b>

**Premiums and deposits**

Total premiums and deposits include premiums on risk-based insurance and annuity products net of ceded reinsurance (as defined under IFRS as net premium income), premium equivalents on self-funded group insurance ASO contracts, deposits on individual and group segregated fund products as well as deposits on proprietary mutual funds and institutional accounts. This measure provides an indicator of top-line growth.

**Premiums and deposits**

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
Total net premiums	\$ 16,305	\$ 14,051	\$ 11,751	\$ 30,356	\$ 24,903
Policyholder deposits (segregated funds) <sup>1</sup>	6,847	8,273	6,634	15,120	14,587
Self-funded premium equivalents (ASO contracts) and other	2,739	2,893	2,021	5,632	3,724
Proprietary mutual funds and institutional deposits	15,700	18,941	16,398	34,641	38,653
<b>Total premiums and deposits</b>	<b>\$ 41,591</b>	<b>\$ 44,158</b>	<b>\$ 36,804</b>	<b>\$ 85,749</b>	<b>\$ 81,867</b>

<sup>1</sup> Refer to note 9(b) of the Company's condensed interim unaudited financial statements for the period ended June 30, 2022 for further details.

**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, other assets under management and other assets under administration.

**Assets under administration**

	As at			
	June 30 2022	March 31 2022	Dec. 31 2021	June 30 2021
<b>Total assets per financial statements</b>	\$ 670,305	\$ 600,459	\$ 630,488	\$ 604,176
Other AUM	318,681	353,936	377,155	358,297
<b>Total AUM</b>	<b>988,986</b>	<b>954,395</b>	<b>1,007,643</b>	<b>962,473</b>
Other AUA <sup>1</sup>	1,353,310	1,233,311	1,283,949	1,204,634
<b>Total AUA<sup>1</sup></b>	<b>\$ 2,342,296</b>	<b>\$ 2,187,706</b>	<b>\$ 2,291,592</b>	<b>\$ 2,167,107</b>

<sup>1</sup> 2021 comparative figures have been restated to include Financial Horizons Group and Excel Private Wealth Inc. assets under administration in the Canada segment.

**Canada**

	As at		
	June 30 2022	March 31 2022	June 30 2021
<b>Canada wealth fee business AUA<sup>1</sup></b>			
Segregated fund assets	\$ 90,741	\$ 99,522	\$ 96,953
Other AUM	4,050	4,721	5,852
Wealth fee business other AUA <sup>1</sup>	23,443	26,248	24,895
<b>Total Canada wealth fee business AUA<sup>1</sup></b>	<b>\$ 118,234</b>	<b>\$ 130,491</b>	<b>\$ 127,700</b>
Add: Other balance sheet assets	\$ 97,296	\$ 100,259	\$ 97,575
Add: Other AUA	2,357	2,279	6,626
Consolidated Canada balance sheet assets	\$ 188,037	\$ 199,781	\$ 194,528
Consolidated Canada other AUM	4,050	4,721	5,852
Consolidated Canada other AUA <sup>1</sup>	25,800	28,527	31,521
<b>Total Canada AUA<sup>1</sup></b>	<b>\$ 217,887</b>	<b>\$ 233,029</b>	<b>\$ 231,901</b>

<sup>1</sup> 2021 comparative figures have been restated to include Financial Horizons Group and Excel Private Wealth Inc. assets under administration.

**United States**

	As at		
	June 30 2022	March 31 2022	June 30 2021
<b>Financial Services</b>			
<b>Personal Capital other AUM</b>	\$ 27,439	\$ 29,034	\$ 24,625
<b>Empower AUA</b>			
General account	\$ 96,352	\$ 47,457	\$ 43,776
Segregated fund assets	157,695	98,391	110,301
Other AUM	48,295	50,262	45,970
Other AUA	1,316,811	1,193,111	1,160,944
<b>Empower AUA</b>	<b>\$ 1,619,153</b>	<b>\$ 1,389,221</b>	<b>\$ 1,360,991</b>
<b>Putnam other AUM</b>	<b>\$ 215,385</b>	<b>\$ 240,410</b>	<b>\$ 246,228</b>
<b>Subtotal</b>	<b>\$ 1,861,977</b>	<b>\$ 1,658,665</b>	<b>\$ 1,631,844</b>
Add: Other AUM consolidation adjustment	\$ (26,739)	\$ (27,583)	\$ (26,033)
Add: Other balance sheet assets	43,272	51,587	50,557
Consolidated United States balance sheet assets	\$ 297,319	\$ 197,434	\$ 204,634
Consolidated United States other AUM	264,380	292,124	290,790
Consolidated United States other AUA	1,316,811	1,193,111	1,160,944
<b>Total United States AUA</b>	<b>\$ 1,878,510</b>	<b>\$ 1,682,669</b>	<b>\$ 1,656,368</b>

**Europe**

	As at		
	June 30 2022	March 31 2022	June 30 2021
<b>Europe wealth and investment only AUA</b>			
Segregated fund assets	\$ 116,918	\$ 129,496	\$ 129,342
Other AUM	50,251	57,091	61,655
Other AUA	10,699	11,673	12,169
<b>Total Europe wealth and investment only AUA</b>	<b>\$ 177,868</b>	<b>\$ 198,260</b>	<b>\$ 203,166</b>
Add: Other balance sheet assets	\$ 52,404	\$ 57,682	\$ 60,497
Consolidated Europe balance sheet assets	\$ 169,322	\$ 187,178	\$ 189,839
Consolidated Europe other AUM	50,251	57,091	61,655
Consolidated Europe other AUA	10,699	11,673	12,169
<b>Total Europe AUA</b>	<b>\$ 230,272</b>	<b>\$ 255,942</b>	<b>\$ 263,663</b>

**Core net earnings (loss)**

For its Asset Management (Putnam) business unit in the U.S. segment, the Company discloses core net earnings (loss), which is a measure of the business unit's performance. Core net earnings (loss) include the impact of dealer commissions and software amortization and exclude the impact of certain corporate financing charges and allocations, certain tax adjustments and other non-recurring transactions.

**Core net earnings (loss)<sup>1</sup>**

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

	For the three months ended			For the six months ended	
	June 30 2022	March 31 2022	June 30 2021	June 30 2022	June 30 2021
Fee and net investment income	\$ 204	\$ 229	\$ 255	\$ 433	\$ 486
Less: Expenses	213	228	221	441	446
Core earnings (loss)	(9)	1	34	(8)	40
Less: Income taxes	(2)	—	9	(2)	10
Core net earnings (loss)	\$ (7)	\$ 1	\$ 25	\$ (6)	\$ 30
Non-core net earnings (loss)	(2)	(5)	(8)	(7)	(16)
<b>Net earnings (loss)</b>	<b>\$ (9)</b>	<b>\$ (4)</b>	<b>\$ 17</b>	<b>\$ (13)</b>	<b>\$ 14</b>
<b>Net earnings (loss) (C\$)</b>	<b>\$ (12)</b>	<b>\$ (5)</b>	<b>\$ 21</b>	<b>\$ (17)</b>	<b>\$ 18</b>

<sup>1</sup> For the Asset Management (Putnam) business unit, there were no differences between net earnings (loss) and base earnings (loss) in the periods presented.

**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 consolidated 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 GAAP and might not be comparable to similar financial measures presented by other issuers.

The non-GAAP ratios disclosed by the Company each use base earnings (loss) or core earnings (loss) as the non-GAAP component. Base earnings (loss) reflect management's view of the underlying business performance of the Company and provide 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 the Asset Management (Putnam) business unit in the United States segment and is calculated by dividing core earnings (loss) by fee and net investment income.
- **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.
- **Effective income tax rate - base earnings - total Lifeco** - Calculated by adjusting the Company's reported income taxes and net earnings before income taxes to remove the impact of items excluded from base earnings, to calculate the effective tax rates for total Lifeco.

## GLOSSARY

- **Actuarial assumption changes and other management actions** - In accordance with the OSFI "Source of Earnings Disclosure (Life Insurance Company)" Guideline D-9, actuarial assumption changes and other management actions represent the impact on net income resulting from management actions, changes in actuarial assumptions or methodology, changes in margins for adverse deviations, and correction of errors. Within the Source of Earnings Disclosure, management actions include the net gain or charge on business dispositions and transactions costs related to acquisition. The reconciliation between net earnings (loss) - common shareholders and base earnings (loss) presents the net gain or charge on business dispositions and transactions costs related to acquisition separately from actuarial assumption changes and other management actions.
- **Book value per common share** - Calculated by dividing Lifeco's common shareholder's equity by the number of average common shares outstanding for the period.
- **Common shareholder's equity** - A financial measure that comprises the following items from Lifeco's consolidated balance sheets: 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.
- **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 they facilitate the comparability of results between periods.

	Period ended	
	June 30, 2022	June 30, 2021
United States dollar	1.28	1.23
British pound	1.60	1.72
Euro	1.36	1.48

- **Market-related impacts on liabilities** - 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 impact on general fund equity and investment properties supporting insurance contract liabilities;
  - other market impacts on insurance and investment contract liabilities and deferred tax liabilities, including those arising from the difference between actual and expected market movements.
- **Office of the Superintendent of Financial Institutions Canada (OSFI)** - 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.
- **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 U.S. Financial Services and U.S. Asset Management (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.
- **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, exchange traded funds (ETFs) and institutional assets include the selection of investments, the provision of investment advice and discretionary portfolio management on behalf of clients.

- **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.
- **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, other assets under management as well as other assets under administration.
  - Empower net cash flows include cash inflows and outflows related to segregated fund assets, general fund assets, other assets under management as well as other assets under management.
  - Putnam net asset flows include other assets under management sales and redemptions.

#### **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 six month period ended June 30, 2022 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 June 30, 2022, 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 June 30, 2022, the acquired Prudential retirement services business had revenue of \$962 million, net earnings of \$8 million post-tax (base earnings of \$45 million post-tax excluding negative market-related impact on liabilities of \$16 million and integration costs of \$21 million post-tax) and other comprehensive loss of \$27 million. The initial amounts assigned to the assets acquired, goodwill and intangible assets on April 1, 2022 and reported as at June 30, 2022 were \$126,849 million. The initial amounts assigned to the liabilities assumed on April 1, 2022 and reported as at June 30, 2022 were \$124,105 million with the final valuation of the assets acquired and liabilities assumed expected to occur by the end of the first quarter of 2023.

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

Related party transactions have not changed materially from December 31, 2021.

**QUARTERLY FINANCIAL INFORMATION**

**Quarterly financial information**

(in Canadian \$ millions, except per share amounts)

	2022		2021				2020	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
<b>Total revenue</b>	\$ 9,188	\$ 9,030	\$ 18,122	\$ 17,432	\$ 17,955	\$ 10,908	\$ 16,860	\$ 13,740
<b>Common shareholders</b>								
<b>Base earnings</b>								
Total <sup>2</sup>	\$ 830	\$ 809	\$ 825	\$ 870	\$ 826	\$ 739	\$ 741	\$ 679
Basic - per share <sup>1</sup>	0.893	0.869	0.887	0.934	0.889	0.796	0.799	0.732
Diluted - per share <sup>1</sup>	0.892	0.868	0.885	0.932	0.888	0.796	0.799	0.732
<b>Net earnings</b>								
Total	\$ 735	\$ 770	\$ 765	\$ 872	\$ 784	\$ 707	\$ 912	\$ 826
Basic - per share	0.789	0.827	0.822	0.938	0.844	0.762	0.983	0.891
Diluted - per share	0.788	0.825	0.820	0.936	0.842	0.761	0.983	0.891

<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> This metric is a non-GAAP financial measure. The following items were excluded from base earnings in each quarter:

**Items excluded from base earnings**

	2022		2021				2020	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Actuarial assumption changes and other management actions (pre-tax)	\$ 24	\$ (9)	\$ 28	\$ 74	\$ 42	\$ 4	\$ (71)	\$ 73
Income tax (expense) benefit	(3)	—	(5)	(5)	(5)	1	48	(7)
Market-related impacts on liabilities (pre-tax)	(19)	(14)	22	52	(14)	(25)	(21)	13
Income tax (expense) benefit	4	3	(2)	(5)	(5)	1	(10)	5
Transaction costs related to acquisitions (pre-tax)	(71)	(8)	(76)	(104)	(25)	(2)	(59)	(36)
Income tax (expense) benefit	14	1	2	14	1	1	12	5
Restructuring and integration costs (pre-tax)	(60)	(17)	(21)	(32)	(21)	(16)	(88)	—
Income tax (expense) benefit	16	5	6	8	6	4	21	—
Net gain/charge on business dispositions (pre-tax)	—	—	(14)	—	—	—	137	95
Income tax (expense) benefit	—	—	—	—	—	—	6	(1)
Tax legislative changes impact on liabilities	—	—	—	—	(21)	—	—	—
Revaluation of deferred tax asset	—	—	—	—	—	—	196	—
<b>Total post-tax items excluded from base earnings</b>	<b>\$ (95)</b>	<b>\$ (39)</b>	<b>\$ (60)</b>	<b>\$ 2</b>	<b>\$ (42)</b>	<b>\$ (32)</b>	<b>\$ 171</b>	<b>\$ 147</b>

Lifeco's consolidated net earnings attributable to common shareholders were \$735 million for the second quarter of 2022 compared to \$784 million reported a year ago. On a per share basis, this represents \$0.789 per common share (\$0.788 diluted) for the second quarter of 2022 compared to \$0.844 per common share (\$0.842 diluted) a year ago.

Total revenue for the second quarter of 2022 was \$9,188 million and comprises premium income of \$16,305 million, regular net investment income of \$2,153 million, a negative change in fair value through profit or loss on investment assets of \$11,179 million and fee and other income of \$1,909 million.

**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 Period ended	June 30 2022	Mar. 31 2022	Dec. 31 2021	Sept. 30 2021	June 30 2021	Mar. 31 2021
<b>United States dollar</b>						
Balance sheet	\$ 1.29	\$ 1.25	\$ 1.27	\$ 1.27	\$ 1.24	\$ 1.26
Income and expenses	\$ 1.28	\$ 1.27	\$ 1.26	\$ 1.26	\$ 1.23	\$ 1.27
<b>British pound</b>						
Balance sheet	\$ 1.57	\$ 1.64	\$ 1.71	\$ 1.71	\$ 1.71	\$ 1.73
Income and expenses	\$ 1.60	\$ 1.70	\$ 1.70	\$ 1.74	\$ 1.72	\$ 1.75
<b>Euro</b>						
Balance sheet	\$ 1.35	\$ 1.38	\$ 1.44	\$ 1.47	\$ 1.47	\$ 1.47
Income and expenses	\$ 1.36	\$ 1.42	\$ 1.44	\$ 1.48	\$ 1.48	\$ 1.53

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).