

# Investor Presentation Q4 2023 Results

March 21st, 2024

# Forward looking statements, disclosures concerning public investees and basis of presentation

For definitions of capitalized terms used herein, see "Abbreviations" in the Appendix hereto.

#### **Forward Looking Statements**

In the course of today's meeting, representatives of the Corporation may make, in their remarks or in response to questions, and the accompanying materials may include, statements containing forward-looking information.

Such forward-looking statements are based on certain assumptions and reflect the Corporation's current expectations, or with respect to disclosure regarding the Corporation's public subsidiaries, reflect such subsidiaries' current expectations and interior respective MD&A. Forward-looking statements are provided for the purposes of assisting the he corporation's financial performance, financial position and cash flows as at and for the periode dates and to present information about management's current expectations and plans relating to the future, and the listener/reader is cautioned that such statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements may not be appropriate for other purposes. These statements are predictive such as fractive to maintain a minimum level of cash and cash administrational economies for the current fiscal year and subsequent purposes. The commendation of cash and cash and cash appropriate for standalone businesses to realize value over time, the foreout interest and standalone businesses to realize value over time, the standalone businesses to realize value over time, the foreout interest and standalone businesses to realize value over time, the

By its nature, this information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved. A variety of factors, many of which are beyond the Corporation's and its subsidiaries' control, affect the operations, performance and results of the Corporation and its subsidiaries' and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, fluctuations in interest rates, inflation and foreign exchange rates, monetary policies, business investment and the health of local and global equity and goal equity and goal equity and funding risks, risks related to investments in private companies and illiquid securities, risks associated with financial instruments, changes in accounting policies and methods used to report financial condition (including uncertainties associated with significant judgments, estimates and assumptions), the effect of applying future accounting changes, business competition, operational and reputational risks, technological changes, cybersecurity risks, changes in government regulation and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, man-made disasters, terrorist attacks, wars and other conflicts, or an outbreak of a public health pandemic or other public health crises (such as COVID-19), the Corporation's and its subsidiaries' success in anticipating and managing the foregoing factors, and with respect to forward-looking statements of the Corporation's subsidiaries disclosed in this presentation, the factors includent to the p

The listener/reader is cautioned to consider these and other factors, uncertainties and potential events carefully and not to put undue reliance on forward-looking statements. Information contained in forward-looking statements is based upon certain making a conclusion or making a conclusion or making a forecast or projection, including management's perceptions of historical trends, current contained expected future developments, that any required papervals (including regulatory approvals) for strategic transactions, acquisitions, divestitures or other growth or optimization strategies will be received when and on such terms as are expected, as well as other considerations that are believed to be appropriate in the circumstances. Other considerations also include the availability of cash to complete purchases under the NCIB, that the list of risks and uncertainties in the previous paragraph, collectively, are not expected to have a material impact on the Corporation and its subsidiaries, and with respect to forward-looking statements of the Corporation considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

Other than as specifically required by applicable Canadian law, the Corporation undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Corporation's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials, including its annual MD&A and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada and available at <a href="https://www.sedarplus.com">www.sedarplus.com</a>.

#### Disclosures Concerning Public Investees

Information in this presentation and any accompanying oral statements, including in response to questions, (i) concerning Creat-West and ICM, as applicable, has been derived from Creat-West's and ICM's annual MD&A, as prepared and disclosed by the respective companies in accordance with applicable securities legislation, and which is also available either directly from SEDAR+ (<a href="https://www.sedarplus.com">www.graficarplus.com</a> or directly from their websites; <a href="https://www.gratawestiliec.com">www.gratawestiliec.com</a> and (which is also available either directly from SEDAR+ (<a href="https://www.sedarplus.com">www.gratawestiliec.com</a> and (which is also available on its website at <a href="https://www.sedarplus.com">www.gratawestiliec.com</a> and (ii) concerning GBL has been derived from publicly disclosed information, as issued by GBL in its fourth quarter press release at December 31, 2023. Further information on GBL's results is available on its website at <a href="https://www.gratawestile.com">www.gratawestile.com</a> and (iii) concerning CBL has been derived from their websites, www.gratawestile.

The provided from publicly disclosed provided in its found in its provided in the second of the component of the concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites and (iii) concerning CBL has been derived from their websites, and (iii) concerning CBL has been derived from their websites, and (iiii) concerning CBL has been derived from th

On a quarterly basis, GBL reports its net asset value as it represents an important criterion used in assessing its performance. GBL's net asset value represents the fair value of its investment portfolio, its gross cash and treasury shares, less its gross debt. GBL's investments held in listed entities and treasury shares are measured at their market value, investments in private entities are measured using the recommendations of the International Private Equity and Venture Capital Valuation Guidelines, and recent investments are valued at their acquisition cost, which represents GBL management's best estimate. GBL Capital's portfolio of investments is measured by adding all investments at fair value provided by the fund managers with GBL Capital's net cash, less its net debt. Sienna Investment Managers' assets are valued at the acquisition cost of the management companies, less, where applicable, impairments. For more information on GBL's net asset value and valuation principles, refer to its website (www.gbl.com).

Note regarding Lifeco's 5-year performance against medium-term objectives on slide 16. In calculating its 5-year financial objectives, Lifeco made certain adjustments to its earnings. 2018 base earnings were calculated by excluding items from net earnings as discussed in the "Non-GAAP Financial Measures and Ratios' section of the Lifeco's annual MD&A. In addition, Lifeco excluded earnings related to the business transferred to Protective Life under an indemnity reinsurance agreement in 2019 to provide a more accurate comparison for the 5-year growth rate. 2018 base earnings were \$2,380 million and base earnings per share was \$2.41 compared to net earnings of \$2,961 million and net earnings per share of \$3.00. Items excluded from 2018 base earnings included a positive impact on actuarial assumption changes and management actions of \$616 million, a positive impact on market-related impacts on liabilities of \$29 million, restructuring costs of \$56 million, a legal accrual of \$13 million, a net benefit on tax legislative impacts of \$5 million and \$135 million of earnings related to the business transferred to Protective Life. For purposes of calculating the 5-year growth rate for base EPS under IFRS 17, amortization of acquisition related finite life intangible assets of \$41 million after-tax was added back to 2018 base earnings. With this adjustment, 2018 base earnings were \$2,286 million and base EPS of \$2.31.

#### Basis of Presentation

The 2023 consolidated financial statements of the Corporation, which reflect the adoption of IFRS 17, Insurance Contracts (IFRS 17) and IFRS 9, Financial Instruments (IFRS 9) on January 1, 2023 that resulted in the restatement of certain comparative amounts, have been prepared in accordance with IFRS unless otherwise noted and are the basis for the figures presented in this presentation, unless otherwise noted.

### Non-IFRS financial measures and other measures

#### Non-IFRS Financial Measures

Management uses these financial measures in its presentation and analysis of the financial performance of Power Corporation and believes that they provide additional meaningful information to listeners/readers in their analysis of the results of the Corporation.

Adjusted net earnings from continuing operations attributable to participating shareholders ("Adjusted net earnings") is calculated as (1) net earnings from continuing operations attributable to participating shareholders excluding (2) adjustments, which include the after-tex impact of any item that in management's judgment, including those identified by management of its publicly traded operating companies, would make the period-over-period comparison of results from operations less meaningful. Effective the first quarter of 2023, the Corporation introduced a refined definition of adjusted net earnings. This change is consistent with the introduction of a refined definition of base earnings (losses) by Lifeco with the adoption of IRS 17 on January 1, 2023. Adjusted net earnings attributable to participating shareholders includes the Corporation's share of Lifeco's impact of market-related impacts, where actual market returns in the current period are different than longer-term expected returns, assumption changes and management actions that impact the measurement of assets and liabilities, realized gains (losses) on the sale of assets measured at FVOCI, direct equity and interest rate impacts on the measurement of surplus assets and liabilities and amortization of acquisition-related finite life intangible assets, as well as items that management believes are not indicative of the underlying business results which include those identified by a subsidiary or a jointly controlled corporation. Items that management and management of its subsidiaries believe are not indicative of the underlying business results include business transformation impacts (including restructuring or reorganization and divestition and divestition of a lought of the underlying business results include business transformation impacts (including restructuring or reorganization and divestition of a business and other tax impairments, certain non-recurring material items, net gains, losses or costs related to the disposition or acquisition o

Adjusted net asset value ("NAV" or "Net asset value") is commonly used by holding companies to assess their value represents the fair value of the participating shareholders' equity of Power Corporation. Adjusted net asset value is calculated as the fair value of the assets of the combined Power Corporation and Power Financial holding company (also referred to as Gross asset value) less their net debt and preferred shares. The investments held in public entities and investment funds are measured at management's estimate of fair value. This measure presents the fair value of the state of the value and investment in private entities and investment funds are measured at management's estimate of fair value. This measure presents the fair value of the holding company, and assists the listener/reader in determining or comparing the fair value of investments held by the holding company or its overall fair value. Adjusted net asset value per share is calculated as adjusted net asset value divided by the number of participating shares outstanding. The discount to Adv" or "NAV" discount" is defined as the percentage difference (expressed in relation to the adjusted net asset value) between the market capitalization of the Corporation and the adjusted net asset value.

Fee-related earnings is presented for Sagard and Power Sustainable and includes revenues from management fees earned across all asset classes, less investment platform expenses which include i) fee-related compensation including salary, bonus, and benefits, and ii) operating expenses. Fee-related earnings is presented on a gross pre-tax basis, including non-controlling interests. Fee-related earnings excludes i) share-based compensation expenses, ii) amortization of acquisition-related finite life intensible assets, iii) foreign exchange-related gains and losses, iv) net interest, and v) other items that in management's judgment are not indicative of underlying performance of the alternative asset investment platforms, which include restructuring costs, transaction and integration costs related to business acquisitions and certain nonrecurring material items. Management uses this measure to assess the profitability of the asset management activities of the alternative asset investment platforms. This financial measure provides insight as to whether recurring revenues from management fees, which are not based on future realization events, are sufficient to cover associated operating expenses.

Adjusted net earnings attributable to participating shareholders, fee-related earnings, adjusted net asset value, gross asset value, adjusted net earnings per share, discount to adjusted net asset value, and adjusted net asset value per share are non-IFRS financial measures and ratios that do not have a standard meaning and may not be comparable to similar measures used by other entities. Refer to the section entitled "Non-IFRS Financial Measures" in Part A of the annual MD&A located under the Corporation's profile on SEDAR+ at <a href="https://www.sedarplus.com">www.sedarplus.com</a> (in Further explanations of their uses and specifically the sub-sections entitled "Adjusted Net Earnings", "Adjusted Net Asset Value", "Consolidated Assets and Assets Under Management and Consolidated Assets and Assets Under Administration" and "Fee-related earnings" included in section entitled "Reconciliations of IFRS and Non-IFRS Financial Measures" for the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS, including those used in calculating non-IFRS fatios, which further explanations and reconciliations are incorporated herein by reference.

#### Other Measures

This presentation also includes other measures used to discuss activities of the Corporation's consolidated publicly traded operating companies and alternative asset investment platforms including, but not limited to, "assets under management," assets under administration", "assets under management and advisement", "book value per participating share", "carried interest", "fee-bearing capital", "market capitalization", "net carried interest", 'unfunded commitments' and "weighted average management fee rate". As well, the presentation of the holding company is used to present and analyze the financial position and cash flows of Power Corporation's profile on SEDAR+ at www.sedarplus.com, for definitions of such measures, which definitions are incorporated herein by reference.

Assets under management of investment platforms include: (i) Net asset value of the investment funds and co-investment vehicles managed, including unfunded commitments and permanent leverage; (ii) Gross asset value of investment funds managed within the real estate platform; and (iii) Fair value of assets managed on behalf of the Corporation and clients by asset managers controlled within the investment platforms, including assets managed through a separately managed account.

Fee-bearing capital includes: (i) Total capital commitments of venture capital & growth, private equity, and royalties funds during the investment period; (ii) Net invested capital of private credit funds, funds which have completed their investment period, separately managed accounts within the credit platforms and certain co-investment vehicles; (iii) Net asset value of Power Sustainable China, Energy Infrastructure including direct investments in energy assets, and funds within the real estate platform; and (iv) Invested capital or gross asset value of assets managed through separately managed accounts within the real estate platform.

#### Presentation of the Holding Company

The Corporation's reportable segments include Great-West, IGM Financial and GBL, which represent the Corporation's investments in publicly traded operating companies, as well as the holding company. These reportable segments, in addition to the asset management activities, reflect Power Corporation's management structure and internal financial reporting. The Corporation evaluates its performance based on the operating segment's contribution to earnings.

The holding company comprises the corporate activities of the Corporation and Power Financial, on a combined basis, and presents the investment activities of the Corporation. The investment activities of the holding company, including the investments in Great-West, IGM and controlled entities within the alternative asset investment platforms, are presented using the equity method. The holding company activities present the holding company's assets and liabilities, including cash, investments, debentures and non-participating shares. The discussions included in the sections "Financial Position" and "Cash Flows" in Part A of the annual MD&A present the segmented balance sheets and cash flow statements of the holding company; which are presented in Note 36 of the Corporation's 2023 Consolidated Financial Statements, and reconciliations of these statements are provided throughout the Corporation's annual MD&A.

#### Clarifications on Adjusted Net Asset Value and NCI of PSEIP

(i) The Corporation's share of GBL's reported net asset value was \$3.8 billion (€2.6 billion) at December 31, 2023 (\$3.6 billion (€2.5 billion) at September 30, 2023); (ii) The management company of Sagard is presented at its fair value at December 31, 2023 and September 30, 2023, the management company of Power Sustainable is presented at its carrying value; (iii) Sagard includes \$21 million of cash held within the Sagard investing activities at December 31, 2023 (\$54 million at September 30, 2023); (v) An additional deferred tax liability of \$4 million has been included in the adjusted net asset value at December 31, 2023 (\$11 million at September 30, 2023); (v) An additional deferred tax liability of \$4 million has been included in the adjusted net asset value without taking into account possible tax planning strategies. The Corporation has tax attributes (not otherwise recognized on the balance sheet) that could be available to minimize the tax if the Corporation were to dispose of its interests held in the standalone businesses; and (vi) In accordance with IAS 12, Income Taxes, no deferred tax liability is recognized with respect to temporary differences associated with investments in subsidiaries and jointly controlled corporations as the Corporation is able to control the timing of the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future. If the Corporation were to dispose of an investment in a subsidiary or a jointly controlled corporation, safe income and foreign tax surplus associated with the subsidiary or jointly controlled corporation.

The Corporation controls and consolidates the activities of PSEIP on a historical cost basis; however, limited partner equity interests held by third parties have redemption features and are classified as a financial liability which are remeasured at their redemption value. The net asset value (see "Other measures" section below) of PSEIP was \$1,342 million at December 31, 2023, compared with \$1,035 million at December 31, 2022.

## **Conference call participants**



**R. Jeffrey Orr**President and Chief Executive Officer



**Denis Le Vasseur, FCPA**Vice-President and Controller



Q4 2023 Results

## Power and publicly traded operating companies

- This call follows a number of recent events held by Power and its publicly traded operating companies
- Investors are encouraged to contact the companies directly for specific inquiries

	Event / Date		Contact
POWER CORPORATION OF CANADA www.powercorporation.com	<ul><li>Q4 2023 Conference Call</li><li>Q4 2023 Earnings Release</li></ul>	March 21, 2024 March 20, 2024	investor.relations@powercorp.com
GREAT-WEST LIFECO INC. www.greatwestlifeco.com	<ul> <li>RBC Capital Markets Financial Institutions Conference</li> <li>Q4 2023 Conference Call</li> <li>Q4 2023 Earnings Release</li> <li>BMO Insurance Summit</li> </ul>	March 6, 2024 February 15, 2024 February 14, 2024 November 30, 2023	investorrelations@canadalife.com
ISM Financial www.igmfinancial.com	<ul> <li>Q4 2023 Conference Call</li> <li>Q4 2023 Earnings Release</li> <li>IGM Financial Investor Day</li> </ul>	February 16, 2024 February 15, 2024 December 5, 2023	investor.relations@igmfinancial.com
GBL www.gbl.com	<ul><li>2023 Results Presentation</li><li>2023 Annual Results Release</li></ul>	March 15, 2024 March 14, 2024	adonohoe@gbl.com

### **Power highlights**

### Strong, broadly-based results at Great-West – solid performance at IGM

- Great-West Q4 2023 base earnings<sup>1</sup> of \$971 million vs. \$894 million<sup>2</sup> in Q4 2022 and net earnings from continuing operations of \$743 million vs. \$478 million in Q4 2022
- IGM Q4 2023 adjusted net earnings<sup>3</sup> of \$199 million vs. \$225 million in Q4 2022 and net earnings of \$420 million vs. \$225 million in Q4 2022

### Continued execution of our value creation strategy in 2023

- The Prudential integration and the sale of Putnam complete a 5-year repositioning of Great-West's U.S. business
- Great-West's financial performance has met or exceeded the objectives it set out publicly in 2021
- IGM is well-positioned for future growth with leading core franchises and high-growth businesses in each of wealth and asset management
- IGM Investor Day in December 2023 set out medium-term objectives
- GBL returned over €1.2 billion to shareholders in 2023 by way of dividends and share buybacks
- Sagard and Power Sustainable raised \$2.7 billion in 2023, including \$0.5 billion in Q4 2023
- Sagard completed a number of strategic transactions to drive future growth
- Power repurchased \$583 million of shares in 2023 and announced a 7.1% dividend increase

<sup>&</sup>lt;sup>1</sup> Base earnings is defined as a non-GAAP financial measure by Great-West. Refer to the "Disclosures Concerning Public Investees" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> Comparative periods have been restated subsequent to the adoption of IFRS 17 and IFRS 9, and to exclude discontinued operations related to Putnam. See the "Basis of Presentation" and "Non-IFRS Financial Measures" at the beginning of this presentation for more information.

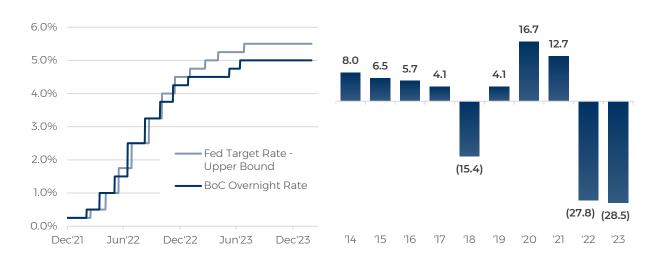
<sup>&</sup>lt;sup>3</sup> Adjusted net earnings is defined as a non-IFRS financial measure by IGM. Refer to the "Disclosures Concerning Public Investees" section at the beginning of this presentation for more information.

### **Current market environment**

- Domestic and global macroeconomic environment continues to be uncertain and volatile
- Our portfolio of businesses are well-positioned to generate earnings throughout the economic cycle

### **Central Bank Lending Rates**

Canada and U.S.

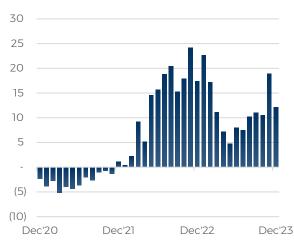


# Last 10 Years Canadian Mutual Fund Fourth Quarter Industry Net Sales<sup>1</sup>

(\$ in billions)

# Monthly Change in Term Deposits at Big Six Banks

(\$ in billions)



Source: Bloomberg, ISS Market Intelligence Simfund Canada data reflecting the "Funds Administration View" and excluding exchange-traded funds, Office of the Superintendent of Financial Institutions.

<sup>1</sup> Fourth quarter industry long-term net sales, excluding exchange-traded funds.

## Power Q4 2023 financial highlights<sup>1</sup>

- Net earnings from continuing operations were \$409 million or \$0.63 per share, compared with \$106 million or \$0.16 per share in Q4 2022
- Adjusted net earnings from continuing operations<sup>2</sup> were \$579 million or \$0.89 per share, compared with \$395 million or \$0.59 per share in Q4 2022
- Adjusted net asset value ("NAV" or "Net Asset Value") per share<sup>2</sup> was \$53.53 at December 31, 2023, compared with \$48.26 at September 30, 2023
  - Adjusted net asset value per share was \$52.93 at March 20, 2024<sup>3</sup>
- Book value per participating share<sup>4</sup> was \$32.49 at December 31, 2023, compared with \$32.40 at September 30, 2023

A quarterly dividend of 56.25¢ per participating share was declared by the Board of Directors, a 7.1% increase

<sup>&</sup>lt;sup>1</sup> Comparative periods have been restated subsequent to the adoption of IFRS 17 and IFRS 9 on January 1, 2023. See the "Basis of Presentation" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> Adjusted net earnings is a non-IFRS financial measure. Adjusted net earnings from continuing operations per share and adjusted net asset value per share are non-IFRS ratios. Refer to the "Non-IFRS Financial Measures" and "Clarifications on Adjusted Net Asset Value and NCI of PSEIP" sections at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>3</sup> Based on December 31, 2023 adjusted net asset value updated for market values of publicly traded operating companies and listed investments (Lion and China public equity portfolio) at March 20, 2024.

<sup>&</sup>lt;sup>4</sup> Refer to the "Other Measures" section at the beginning of this presentation for more information.

## Net and adjusted net earnings

- Great-West results supported by a solid foundation of diversified businesses
- IGM results impacted by the partial sale of its Great-West shares and losses on hedge instruments
- GBL results include an impairment from Imerys, of which Power's share is \$24 million
- Sagard contribution includes the positive impact of fair value increases in private equity strategies within Power's investment activities
- Power Sustainable contribution includes a charge primarily from the revaluation of NCI liabilities due to the fair value increases in PSEIP<sup>1</sup> as well as operating losses and losses from hedge instruments on the infrastructure platform

	(\$ in millions, except per share amounts)	Q4 2023	Q4 2022
	Net and adjusted net earnings (2)		
g p	Great-West	662	595
Focused	IGM	124	140
Focused	Effect of consolidation (3)	(27)	(41)
		759	694
ਰ	GBL (4)	(1)	48
use	Sagard <sup>(5)</sup>	21	(23)
Focused	Power Sustainable (5)	(86)	(160)
ш	1 OWET Sustainable	(80)	(100)
	ChinaAMC	-	14
	Other investments and standalone businesses (6)	(12)	(82)
	Corporate operating expenses (7)	(40)	(34)
	Financing charges and income taxes	(14)	(15)
	Dividends on non-participating and		
	perpetual preferred shares	(48)	(47)
	Adjusted net earnings from continuing operations $^{(8)}$	579	395
	Adjustments (9)	(170)	(289)
	Net earnings from continuing operations (8)	409	106
	Net loss from discontinued operations - Putnam (10)	(3)	(17)
	Net earnings (8)	406	89
	Earnings per share - basic (8)		
	Adjusted net earnings from continuing operations	0.89	0.59
	Adjustments	(0.26)	(0.43)
	Net earnings from continuing operations	0.63	0.16
	Net loss from discontinued operations - Putnam	-	(0.02)
	Net earnings	0.63	0.14

**Note:** Great-West, IGM and GBL's contributions to adjusted net earnings based on PCC share of earnings reported by each respective company.

<sup>&</sup>lt;sup>1</sup> Refer to the "Clarifications on Adjusted Net Asset Value and NCI of PSEIP" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> For a reconciliation of Great-West, IGM and Sagard and Power Sustainable's non-IFRS adjusted net earnings to their net earnings, refer to the "Lifeco", "IGM Financial", and "Sagard and Power Sustainable" sections in Part A of the annual MD&A.

<sup>&</sup>lt;sup>3</sup> Refer to the information on Effect of Consolidation included in the "Contribution to net earnings and adjusted net earnings" section in Part A of the annual MD&A for further details.

<sup>4</sup> Q4 2022 included \$72 million positive impact from Effect of consolidation.

<sup>&</sup>lt;sup>5</sup> Consists of earnings (losses) from asset management and investing activities.

<sup>6</sup> Includes the results of Lion, LMPG and Peak.

<sup>&</sup>lt;sup>7</sup> Includes operating expenses, depreciation and changes in fair value of TSARs.

<sup>&</sup>lt;sup>8</sup> Attributable to participating shareholders.

<sup>&</sup>lt;sup>9</sup> Refer to the "Adjustments" section in Part A of the annual MD&A for further details.

Omparative results have been restated to exclude net earnings (loss) from discontinued operations related to Putnam.

### Net asset value

- NAV per share was \$53.53 at December 31, 2023, compared with \$48.26 at September 30, 2023
  - Publicly traded operating companies represent 87.1% of gross asset value
  - NAV per share of \$52.93 at March 20, 2024<sup>1</sup>
- Book value per participating share was \$32.49 at December 31, 2023, compared with \$32.40 at September 30, 2023

		Dec. 31,	% of Gross	Sep. 30,	% of Gross
	(\$ billions, except per share amounts)	2023	Asset Value	2023	Asset Value
	_			_	
Publicly	Great-West	\$27.9	68.7%	\$24.7	66.0%
Traded Operating	IGM	5.2	12.8%	5.1	13.6%
Companies (2)	GBL	2.3	5.7%	2.2	6.0%
		35.3	87.1%	32.0	85.6%
Alt. Asset Investment	Sagard	1.3	3.3%	1.2	3.3%
Platforms (3)	Power Sustainable	1.5	3.7%	1.4	3.7%
		2.8	7.0%	2.6	7.0%
	Standalone businesses	0.8	2.0%	0.9	2.3%
Other	Other assets and investments	0.4	1.0%	0.4	1.2%
	Cash and cash equivalents	1.2	3.0%	1.5	3.9%
	Gross asset value	\$40.6	100.0%	\$37.4	100.0%
	Liabilities and preferred shares	(5.7)		(5.6)	
	NAV (4)	\$34.9		\$31.8	
	Shares outstanding (millions)	652.2		658.9	
	NAV per share	\$53.53		\$48.26	

<sup>&</sup>lt;sup>1</sup> Based on December 31, 2023 NAV updated for market values of publicly traded operating companies and listed investments (Lion and China public equity portfolio) at March 20, 2024.

<sup>&</sup>lt;sup>2</sup> Based on December 31, 2023 closing price of \$43.86 for Great-West, \$35.01 for IGM and €71.22 for GBL and September 30, 2023 closing price of \$38.86 for Great-West, \$34.45 for IGM and €70.56 for GBL.

<sup>&</sup>lt;sup>3</sup> The management company of Sagard is presented at its fair value. The management company of Power Sustainable is presented at its carrying value.

<sup>&</sup>lt;sup>4</sup> NAV is a non-IFRS financial measure. Refer to the "Non-IFRS Financial Measures" and "Clarifications on Adjusted Net Asset Value" sections at the beginning of this presentation for more information.

### Power has re-positioned its businesses since 2019

OpCo Organic Levers

#### **Great-West**

- Significantly re-positioned through M&A and organic investments
- Attractive, diversified growth prospects led by Empower's retirement and wealth business in the U.S.

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M&A Levers

**OpCo** 

### **IGM Financial**

- Well-positioned for future growth with leading core franchises and highgrowth businesses in each of wealth and asset management:
  - Wealth management: IG Wealth + Rockefeller and Wealthsimple
  - Asset management: Mackenzie + ChinaAMC and Northleaf

Power
Company
Level
Levers

- Successful fundraising, product launches at Sagard and Power Sustainable
- Sagard positioned for continued growth with strategic partnerships
- Monetization of non-core assets and return of capital to shareholders
- Enhanced and ongoing communication

# The Power group has announced a number of value-enhancing transactions in the past year

Date	Transaction
Apr'23	IGM acquires interest in Rockefeller Capital Management for US\$622 million
Apr'23	Canada Life acquires Investment Planning Counsel from IGM¹ for \$575 million²
Apr'23	Power sells its interest in Bellus Health for US\$73 million
May'23	Great-West sells Putnam to Franklin Templeton <sup>1</sup> , realizing US\$1.7-1.8 billion <sup>3</sup> in potential transaction consideration and retained value
Jun'23	Canada Life acquires Value Partners <sup>1</sup>
Jul'23	Lunate (ADQ), BMO acquire an interest and Great-West increases interest in Sagard's management company
Dec'23	Sagard acquires a strategic stake in Performance Equity Management <sup>1</sup>
Mar'24	Sagard enters a strategic partnership with and acquires a stake in HalseyPoint Asset Management

<sup>&</sup>lt;sup>1</sup> Value Partners transaction closed in September 2023, Investment Planning Counsel transaction closed in November 2023, Putnam transaction closed in January 2024, Performance Equity Management transaction closed in January 2024.

<sup>&</sup>lt;sup>2</sup> Subject to adjustments.

<sup>&</sup>lt;sup>3</sup> At the time of announcement in May 2023.

## Great-West delivered broadly-based results in 2023



- Great-West results supported by a solid foundation of diversified businesses and disciplined actions taken to reposition its portfolio
- \$30 billion of positive net flows in wealth and retirement businesses
- Empower crosses \$1 billion base earnings<sup>1</sup>, above growth objective
  - Prudential integration exceeding expectations
- Sale of Putnam executed on attractive terms
- Deliberate actions taken in Europe to enhance capital efficiency
- Strong brand equity (e.g. Canada Life and Empower) continues to underpin growth strategy and market presence

<sup>&</sup>lt;sup>1</sup> Base earnings is defined as a non-GAAP financial measure by Great-West. Refer to the "Disclosures Concerning Public Investees" section at the beginning of this presentation for more information.

# Strategic repositioning of Great-West's U.S. business to accelerate growth in retirement and wealth



2018 Last Five Years Today











<sup>&</sup>lt;sup>1</sup> Based on Pensions & Investments DC Recordkeeper Survey 2021 (data as of April 2021).

# Great-West has delivered strong performance against its financial objectives



Medium-term financial objectives first announced at Great-West's June 2021 Investor Day

Medium-Term Financial Objectives	2023 <b>1-Year</b>	2018-2023 <b>5-Year</b> <sup>2</sup>
8-10% base EPS <sup>1</sup> growth per annum	11%	11% CAGR
16-17% base ROE <sup>1</sup>	<b>17</b> %	16% average <sup>3</sup>
Target dividend payout ratio of 45-55% of base earnings	53%	56% average

<sup>&</sup>lt;sup>1</sup> "Base EPS" and "Base ROE" are defined as a non-GAAP financial ratios by Great-West. Refer to the "Disclosures Concerning Public Investees" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> Refer to Great-West's fourth quarter 2023 "Quarterly information for analysts and investors" presentation for further information.

<sup>&</sup>lt;sup>3</sup> Represents the 2-year average base ROE under IFRS 17; prior 3-year average base ROE under IFRS 4 is 14%. The prior base ROE medium-term objective was 14-15% under IFRS 4.

# IGM executed on its value creation strategy in 2023, led by a series of important transactions

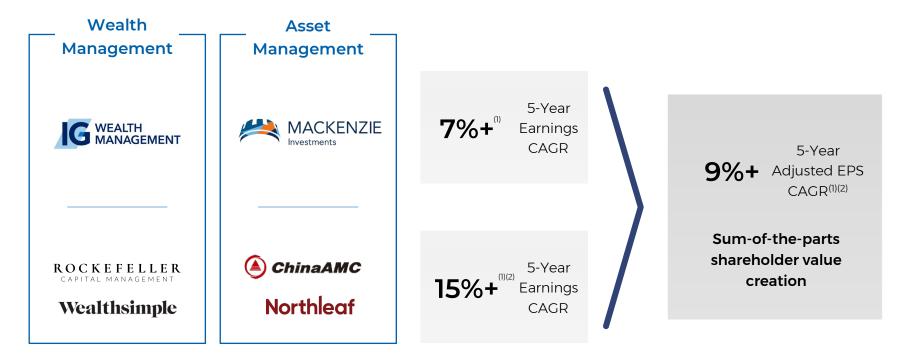


- Acquired 20.5% interest in Rockefeller Capital Management
- Closed on additional 13.9% interest in ChinaAMC, bringing total ownership to 27.8%
  - Purchase partially funded through the sale of Great-West shares to Power
- Sold Investment Planning Counsel to Canada Life
- Realigned segments, focusing IGM Financial as a wealth management and asset management company
- Organizational streamlining to unlock savings and drive growth
- Hosted Investor Day in December 2023 provided medium-term objectives

# IGM announced financial objectives as part of its December 2023 Investor Day



### Medium-Term Financial Objective – IGM Financial 5-Year EPS Growth



<sup>&</sup>lt;sup>1</sup> "Adjusted net earnings" is defined as a non-IFRS financial measure and "Adjusted EPS" is defined as a non-IFRS financial ratio by IGM. Refer to the "Disclosures Concerning Public Investees" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> Includes share of Great-West's earnings contribution based on Great-West's June 20, 2023 Investor Day disclosures, and other portfolio investments.

## GBL continued to deliver on its strategy in 2023



### Strategic focus on reducing listed assets, growing private assets and buying back shares

Over €1.2 billion returned to shareholders

- Record high amount returned in 2023
  - €816 million of share buybacks
  - €402 million of dividends

Streamlining listed portfolio with €1.2 billion of divestments

Refocused portfolio following the exits of three listed companies
 (GEA¹, Holcim and Mowi) and the reduction in Pernod Ricard interest

Private assets, GBL Capital, Sienna now 35% of portfolio

- €0.6 billion of value creation from private assets and GBL Capital
  - Positive contribution across all private investments and funds
- €2.6 billion record inflow at Sienna Investment Managers in 2023

<sup>&</sup>lt;sup>1</sup> GBL holds a residual stake in GEA, valued at €4 million at December 31, 2023.

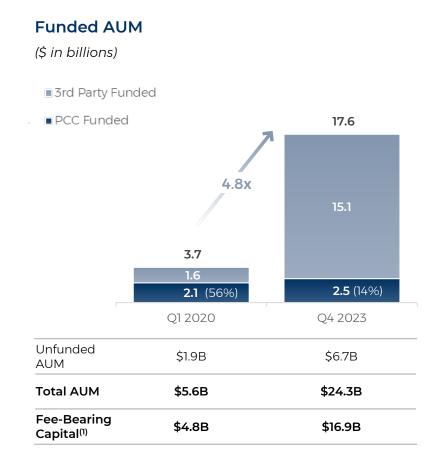
# Power continues to build scale in its investment platforms





Sagard and Power Sustainable continue on their path to realizing recurring fee-related earnings as they scale

- Sagard and Power Sustainable have been focused on investing in and growing their respective platforms since 2020:
  - Ongoing fundraising from third-party investors
  - Launch of successor funds and new strategies
  - Acquisition of complementary investment teams
  - Strategic partnerships including investors in Sagard's manager
- Power continues to support the growth of its platforms while maintaining a consistent level of invested proprietary capital



Note: 3<sup>rd</sup> party funded includes associated companies (Great-West, IGM and GBL) as well as commitments from management. <sup>1</sup>Refer to the "Other Measures" section at the beginning of this presentation for more information.

# Sagard pursuing growth through a number of strategic transactions





- In September 2023, Sagard closed new strategic partnerships with Lunate (formerly ADQ) and BMO, and expanded its partnership with Great-West
- Invested capital to support Sagard manager's future growth
- Partners also committed additional long-term capital to Sagard's existing and future investment strategies

### PERFORMANCE

- In January 2024, Sagard acquired a strategic interest in Performance Equity Management, a US\$8.9 billion
   AUM global private equity investment firm
- Allows Sagard to establish a fund of funds, secondary and co-investment platform



- In March 2024, Sagard acquired a 40% stake in HalseyPoint
- U.S.-based collateralized loan obligations ("CLO") manager
- HalseyPoint's CLO strategy will broaden Sagard's credit offering which currently covers opportunistic credit and senior lending across North America

### Returning capital to Power shareholders

### \$2.0 billion of capital returned to shareholders in 2023

(\$ millions)	2020	2021	2022	2023
Dividends	1,081	1,211	1,331	1,374
Share Buybacks	193	153	415	583
Total	1,274	1,364	1,746	1,957

Dividend increased 7.1% to 56.25¢ per participating share

### With capacity for further share buybacks

- \$0.9 billion of available cash at December 31, 20231
- Power generally targets to maintain minimum available cash of 2x fixed charges, currently approximately \$800 million
- Potential for additional buyback capacity through monetization of non-core assets

### While maintaining a strong financial position

- Power Corporation's prudent approach to managing leverage has contributed to strong and stable credit ratings, throughout economic cycles
  - S&P: A+ (Stable), DBRS: A (Stable)

<sup>&</sup>lt;sup>1</sup> Cash and cash equivalents plus IGM dividends declared and not received less Power dividends declared and not paid.

### Power's shareholder returns

Power's shareholder returns have compared favourably to the S&P TSX and S&P TSX Financials indices in recent periods

#### **Total Shareholder Return**

As at February 29, 2024

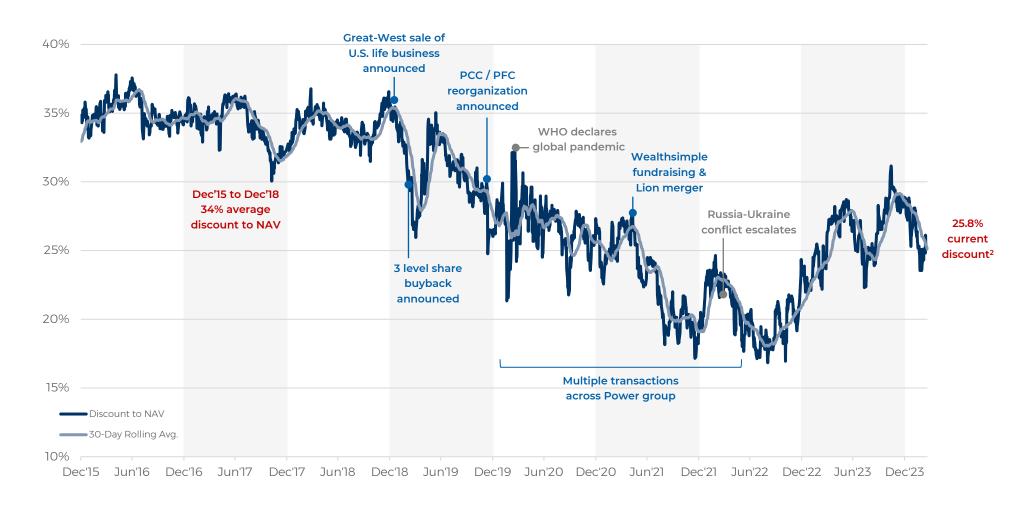
Years	Last 12 Months	Last 3 Years	Last 5 Years
		Annualized	Annualized
Power Corporation	14.1%	14.6%	13.6%
S&P TSX Financials	7.5%	10.4%	9.7%
Over / (Under) S&P TSX Financials	6.6%	4.2%	3.9%
S&P TSX	9.2%	9.1%	9.3%
Over / (Under) S&P TSX	4.9%	5.5%	4.3%

Note: Total shareholder return represents share price appreciation and dividends received over a period of time expressed as an annualized percentage. Assumes dividends are reinvested in the shares when received.

Source: Bloomberg.

### Power discount to NAV1

### Power's discount to NAV has been narrowing through execution of its value creation strategy



<sup>&</sup>lt;sup>1</sup> Discount to NAV is a non-IFRS ratio. Refer to the "Non-IFRS Financial Measures" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>2</sup> As at March 20, 2024.

## Opportunities for further value creation

Power will continue to exercise its three levers for value creation, with concrete actions and opportunities available in the short to medium-term

- OpCo Organic Levers
- Public OpCos positioned for growth
  - Diversified, broadly-based growth at Great-West led by Empower
  - IGM well-positioned for growth in both wealth management and asset management
  - GBL repositioning its portfolio with a focus on growing private asset investments

- OpCo M&A Levers
- Continued execution and integration of recently closed M&A transactions
- Ongoing assessment of potential opportunities

- Power
  Company
  Level
  Levers
- Return capital to Power shareholders through buybacks and dividends
- Opportunities for further simplification
- Continued fundraising at Sagard and Power Sustainable to realize the benefits of scale
- Continued communication with stakeholders



# Questions



# Appendix

### **Abbreviations**

The following abbreviations are used throughout this presentation:

Adjusted net earnings Adjusted net earnings from continuing operations

Affidea Group B.V.

AUA Assets under administration
AUM Assets under management

Bellus HealthBellus Health Inc.BMOBank of MontrealBoCBank of Canada

CAGR Compound annual growth rate
Canada Life The Canada Life Assurance Company
ChinaAMC China Asset Management Co., Ltd.
Empower Empower Insurance Company of America
Energy Infrastructure Power Sustainable Energy Infrastructure

EPS Earnings per share
Franklin Templeton Franklin Resources, Inc.

FVOCI Fair value through other comprehensive income
GAAP Generally Accepted Accounting Principles

GBL Groupe Bruxelles Lambert

 GEA
 GEA Group

 GP
 General partner

 Great-West
 Great-West Lifeco Inc.

HalseyPoint Asset Management HalseyPoint Asset Management, LLC

or HalseyPoint

Holcim Ltd.

IFRS International Financial Reporting Standards

IG Wealth or IG Investors Group Inc.
IGM or IGM Financial IGM Financial Inc.
Imerys SA

Investment Planning Counsel Investment Planning Counsel Inc.

Lion Investment Planning Counsel Inc.

The Lion Electric Company

LMPG Inc.

 Lunate (formerly ADQ)
 Lunate Holding RSC Ltd

 M&A
 Mergers and acquisitions

 Mackenzie
 Mackenzie Financial Corporation

 MD&A
 Management's Discussion & Analysis

MOWI Mowi ASA

NAV or Net Asset Value
NCI
NCI
NCIB
Normal course issuer bid
Northleaf
Northleaf
Peak
Performance Equity
Adjusted net asset value
Non-controlling interest
Normal course issuer bid
Northleaf Capital Group Ltd.
Peak Performance Equity
Performance Equity Management, LLC

Management

Pernod Ricard Pernod Ricard SA

Portage Ventures I Portag3 Ventures Limited Parntership
Portage Ventures II Portag3 Ventures II Limited Partnership

Power Corporation, PCC, Power Corporation of Canada

Power or the Corporation

 Power Financial or PFC
 Power Financial Corporation

 Power Sustainable
 Power Sustainable Capital Inc.

**Power Sustainable China or**Power Sustainable Investment Management Inc.

Sustainable China

Power Sustainable Power Sustainable Infrastructure Credit Manager, L.P.

Infrastructure Credit

Power Sustainable Lios or LiosPower Sustainable Lios Inc.Power Sustainable ManagerPower Sustainable Manager Inc.PrudentialPrudential Financial, Inc.

**PSEIP** Power Sustainable Energy Infrastructure Partnership

 Putnam
 Putnam U.S. Holdings I, LLC

 Rockefeller
 Rockefeller Capital Management

ROE Return on equity
Sagard Sagard Holdings Inc.

Sagard Senior Lending Sagard Senior Lending Partners Holdings (I and II) LP, and
Partners Sagard Senior Lending Partners Holdings (I-U and II-U) LP

SMA Separately managed account
TSAR Tandem share appreciation rights

TSX Toronto Stock Exchange
Value Partners Value Partners Group Inc.
Wealthsimple Wealthsimple Financial Corp.
WHO World Health Organization

# Ongoing fundraising at alternative asset investment platforms

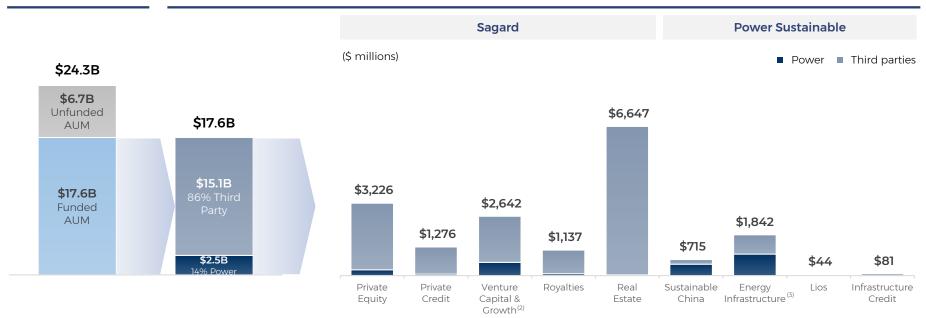




- \$24.3 billion of funded and unfunded AUM¹ vs. \$21.1 billion as at December 31, 2022
- \$2.7 billion of fundraising in 2023, including \$0.5 billion in Q4 2023
  - \$200 million commitment for PSEIP Vintage II, increasing PSEIP total committed capital to \$1.8 billion
  - US\$101 million callable commitments from Sagard Senior Lending Partners

# Funded and Unfunded AUM

#### **Funded AUM**



Note: Converted to C\$ based on exchange rates as at December 31, 2023. AUM excludes standalone businesses and private wealth platform. Included in 3<sup>rd</sup> parties are associated companies including Great-West, IGM and GBL as well as commitments from management.

<sup>&</sup>lt;sup>1</sup> Funded and unfunded AUM as at December 31, 2023 do not include funds launched or capital raised subsequent to December 31, 2023.

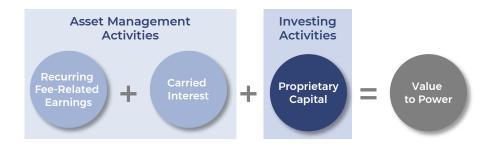
<sup>&</sup>lt;sup>2</sup> Includes Power group's ownership in Wealthsimple valued at \$1.1 billion.

<sup>&</sup>lt;sup>3</sup> Net of \$2.5 billion of project debt.

## Alternative asset investment platforms







# Asset Management - Building investment platforms to deliver recurring asset management earnings

Through ownership in the GPs of Sagard and Power Sustainable,
 Power expects to generate a recurring stream of management fees
 and its share of performance-based carried interest, net of operating expenses

# Investing Activities - Earning attractive returns on its proprietary capital across multiple strategies

- Power invests proprietary capital in the strategies of Sagard and Power Sustainable to support their growth and development as alternative asset managers
- Power seeks to earn attractive returns on its proprietary capital
- Platforms' growth strategy is focused on raising 3<sup>rd</sup> party capital

(\$ millions)	Q4 2023	Q4 2022
Sagard		
Asset Management Activities		
Management fees <sup>(1)</sup>	43	45
Investment platform expenses	(47)	(50)
Fee-related earnings (loss) (2)	(4)	(5)
Net carried interest (3)	(1)	(6)
Other	9	1
	4	(10)
Investing Activities		
Private equity and other strategies	30	(4)
Venture capital (fintech investments) (4)	(13)	(9)
Sub-Total	21	(23)
Power Sustainable		
Asset Management Activities		
Management fees (1)	7	7
Investment platform expenses	(20)	(19)
Fee-related earnings (loss) (2)	(13)	(12)
Net performance fees and carried interest (3)	9	19
Other	(12)	(4)
	(16)	3
Investing Activities		
Public equity (5)	(1)	(55)
Energy infrastructure (6)	(21)	(35)
	(22)	(90)
Revaluation of NCI liabilities (6)	(48)	(73)
Sub-Total	(86)	(160)
		14.55
Contribution to Net Earnings (Loss)	(65)	(183)

<sup>&</sup>lt;sup>1</sup> Includes management fees charged by the investment platform on proprietary capital. Management fees paid by the Corporation are deducted from income from investing activities.

<sup>&</sup>lt;sup>2</sup> Fee-related earnings" is a non-IFRS financial measure. Items excluded from fee-related earnings have been included in Other. Refer to the "Non-IFRS Financial Measures" section at the beginning of this presentation for more information.

<sup>&</sup>lt;sup>3</sup> Refer to Part A of the Corporation's annual MD&A for further detail.

<sup>&</sup>lt;sup>4</sup> Includes the Corporation's share of earnings (losses) of Wealthsimple.

<sup>&</sup>lt;sup>5</sup> Chinese public equities classified as FVOCI upon adoption of IFRS 9 on January 1, 2023. Going forward, results are comprised of dividend income and management and performance fee expenses.

<sup>&</sup>lt;sup>6</sup> Comparative information has been restated in accordance with the current presentation. Refer to the "Clarifications on Adjusted Net Asset Value and NCI of PSEIP" at the beginning of this presentation for more information.