



POWER CORPORATION  
OF CANADA

**SECOND  
QUARTER  
REPORT**

For the period ended  
June 30, 2023



# Power Corporation of Canada

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This document contains management's discussion and analysis of the financial condition, financial performance and cash flows of Power Corporation of Canada (the Corporation) for the three months and six months ended June 30, 2023 and the unaudited interim condensed consolidated financial statements of the Corporation as at and for the three months and six months ended June 30, 2023. This document has been filed with the securities regulatory authorities in each of the provinces and territories of Canada and is available under the Corporation's profile on SEDAR+, at [www.sedarplus.ca](http://www.sedarplus.ca).

### Power Corporation of Canada

PART A

### Great-West Lifeco Inc.

PART B

### IGM Financial Inc.

PART C

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# Power Corporation of Canada

PART A

## Management's Discussion and Analysis

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## Management's Discussion and Analysis

AUGUST 10, 2023

ALL TABULAR AMOUNTS ARE IN MILLIONS OF CANADIAN DOLLARS, UNLESS OTHERWISE NOTED.

The following presents Management's Discussion and Analysis (MD&A) of the financial condition and financial performance of Power Corporation of Canada (Power Corporation or the Corporation) (TSX: POW; POW.PR.E), a public corporation, for the six-month and three-month periods ended June 30, 2023. The 2022 comparative periods are unaudited and are restated for the adoption of IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments*. This MD&A should be read in conjunction with the unaudited interim condensed consolidated financial statements of Power Corporation and notes thereto for the six-month and three-month periods ended June 30, 2023 (the Interim Consolidated Financial Statements), the MD&A for the year ended December 31, 2022 (the 2022 Annual MD&A), and the audited consolidated financial statements and notes thereto for the year ended December 31, 2022 (the 2022 Consolidated Financial Statements). Additional information relating to Power Corporation, including its Annual Information Form, may be found on the Corporation's website at [www.powercorporation.com](http://www.powercorporation.com) and on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

**FORWARD-LOOKING STATEMENTS** > Certain statements in this MD&A, other than statements of historical fact, are forward-looking statements 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 as disclosed in their respective MD&A. Forward-looking statements are provided for the purposes of assisting the reader in understanding the Corporation's financial performance, financial position and cash flows as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future and the reader is cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Corporation and its subsidiaries including the fintech strategy, as well as the outlook for North American and international economies for the current fiscal year and subsequent periods, the Corporation's NCIB (as defined herein) commenced in 2023, statements concerning deferred taxes, statements concerning the expected impacts of IFRS 17, management of standalone businesses to realize value over time, fundraising activities by investment platforms, capital commitments by the Power group and third parties, the completion of the strategic partnership transaction in SHMI (as defined herein), the objective to maintain a minimum level of cash and cash equivalents relative to fixed charges, and the Corporation's subsidiaries' disclosed expectations, including in respect of the proposed acquisition of IPC (as defined herein) by Canada Life (as defined herein) from IGM (including the impacts and timing thereof), the completion of the sale of Putnam (as defined herein) to Franklin Templeton (including the impacts and timing thereof), the completion of the Webhelp (as defined herein) transaction, as well as expectations as a result of the acquisition of the Prudential (as defined herein) full-service retirement business (including the impacts and timing thereof). Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

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 capital markets, management of market liquidity 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 (such as the invasion of Ukraine), or an outbreak of a public health pandemic or other public health crises (such as COVID-19), the Corporation's and its subsidiaries' ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, 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 MD&A, the factors identified by such subsidiaries in their respective MD&A.

The 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 material assumptions that were applied in drawing a conclusion or making a forecast or projection, including management's perceptions of historical trends, current conditions and expected future developments, that any required approvals (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, including 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's subsidiaries disclosed in this MD&A, the risks identified by such subsidiaries in their respective MD&A and Annual Information Form most recently filed with the securities regulatory authorities in Canada and available at [www.sedarplus.ca](http://www.sedarplus.ca). While 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 this MD&A and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada and available at [www.sedarplus.ca](http://www.sedarplus.ca).

**NON-IFRS FINANCIAL MEASURES** > This MD&A contains financial measures (including ratios) that do not have a standard meaning under International Financial Reporting Standards (IFRS). Terms by which non-IFRS financial measures are identified include, but are not limited to, "adjusted net earnings", "adjusted net earnings per share", "adjusted net asset value", "adjusted net asset value per share", "consolidated assets and assets under management", "consolidated assets and assets under administration" and "fee-related earnings". Management uses these financial measures in its presentation and analysis of the financial performance, financial condition and cash flows of Power Corporation, and believes that they provide additional meaningful information to readers in their analysis of the results of the Corporation. These non-IFRS financial measures may not be comparable to similar measures used by other entities. Refer to the section "Non-IFRS Financial Measures" in this MD&A for the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS as well as additional details on each measure. Reconciliations of the adjusted net asset value and the holding company balance sheet are also included in the section "Adjusted Net Asset Value".

This MD&A also includes other measures used to discuss activities of the Corporation, its 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", "assets under management and advisement including strategic investments", "book value per participating share", "carried interest", "fee-bearing capital", "market capitalization", "net asset value", "net carried interest" and "unfunded commitments". As well, the presentation of the holding company is used to present and analyze the financial position and cash flows of Power Corporation as a holding company. Refer to the section "Other Measures" in this MD&A for a definition of each measure.

## Organization of the Interim MD&A

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The following abbreviations are used throughout this report:

adidas	adidas AG	Pargesa	Pargesa SA
Affidea	Affidea Group B.V.	Parjointco	Parjointco SA
Alternative asset investment platforms or Investment platforms	Alternative Asset Investment Platforms	Parques Reunidos Peak	Parques Reunidos Servicios Centrales, S.A. Peak Achievement Athletics Inc.
Bellus	Bellus Health Inc.	Pernod Ricard	Pernod Ricard SA
Canada Life	The Canada Life Assurance Company	Personal Capital	Personal Capital Corporation
Canyon	Canyon Bicycles GmbH	PFTA or Portage SPAC	Portage Fintech Acquisition Corporation
ChinaAMC	China Asset Management Co., Ltd.	Portage Capital Solutions	Portage Capital Solutions Fund I LP
EBITDA	Earnings before interest, taxes, depreciation and amortization	Portage Ventures I	Portag3 Ventures Limited Partnership
EBR	Euronext Brussels	Portage Ventures II	Portag3 Ventures II Limited Partnership
Empower	Empower Annuity Insurance Company of America	Portage Ventures III	Portage Ventures III Limited Partnership
EPA	Euronext Paris	Potentia or Potentia Renewables	Potentia Renewables Inc.
EverWest	EverWest Holdings Inc.	Power Financial	Power Financial Corporation
Franklin Templeton	Franklin Resources, Inc.	Power Sustainable	Power Sustainable Capital Inc.
GBL	Groupe Bruxelles Lambert	Power Sustainable China	Power Sustainable Investment Management Inc.
GEA	GEA Group AG	Power Sustainable Energy	Power Sustainable Energy Infrastructure
Grayhawk	Grayhawk Wealth Holdings Inc.	Power Sustainable Lios	Power Sustainable Lios Inc.
Holcim	Holcim Ltd.	Prudential	Prudential Financial, Inc.
IFRS	International Financial Reporting Standards	PSEIP	Power Sustainable Energy Infrastructure Partnership
IGM or IGM Financial	IGM Financial Inc.	Putnam	Putnam U.S. Holdings I, LLC
IG Wealth Management	Investors Group Inc.	Rockefeller	Rockefeller Capital Management
Imerys	Imerys SA	Sagard	Sagard Holdings Inc.
Investment Planning Counsel or IPC	Investment Planning Counsel Inc.	Sagard Credit Partners I	Sagard Credit Partners, LP
Irish Life	Irish Life Group Limited	Sagard Credit Partners II	Sagard Credit Partners II, LP
Lifeco	Great-West Lifeco Inc.	Sagard Healthcare Partners	Sagard Healthcare Royalty Partners, LP
Lion or Lion Electric	The Lion Electric Company	Sagard Holdings Management or SHMI	Sagard Holdings Management Inc.
LMPG	LMPG Inc.	Sagard MidCap	Sagard MidCap II, Sagard MidCap III, and Sagard MidCap IV
Mackenzie or Mackenzie Investments	Mackenzie Financial Corporation	Sagard Senior Lending Partners or SSLP	Sagard Senior Lending Partners Holdings (I and II) LP, and Sagard Senior Lending Partners Holdings (I-U and II-U) LP
MassMutual	Massachusetts Mutual Life Insurance Company	Sanoptis	Sanoptis AG
MOWI	Mowi ASA	SCS	SCS SA
Nautilus or Nautilus Solar	Nautilus Solar Energy, LLC	SIX	Swiss Stock Exchange
NCREIF	National Council of Real Estate Investment Fiduciaries	SPEC	Sagard Private Equity Canada LP
Northleaf	Northleaf Capital Group Ltd.	TSX	Toronto Stock Exchange
NYSE	New York Stock Exchange	Umicore	Umicore, NV/SA
Ontex	Ontex Group NV	USPF	GWL U.S. Property Fund L.P.
OSE	Oslo Stock Exchange	Wealthsimple	Wealthsimple Financial Corp.
OSFI	Office of the Superintendent of Financial Institutions	Webhelp	Webhelp Group
PanAgora	PanAgora Asset Management, Inc.	XETR	XETRA Stock Exchange

## Overview

### POWER CORPORATION OF CANADA

Incorporated in 1925, Power Corporation (TSX: POW; POW.PRE) is an international management and holding company that focuses on financial services in North America, Europe and Asia. Its core holdings are leading insurance, retirement, wealth management and investment businesses, including a portfolio of alternative asset investment platforms. Through Power Financial, it controls Lifeco and IGM and has an active fintech strategy. It also holds, jointly with the Frère Group of Belgium, a controlling interest in GBL.

Power Corporation conducts its investment activities, built upon a network of deep and long-standing relationships, to provide superior returns. Investment activities include investments in alternative asset managers, Sagard and Power Sustainable, investment funds, and interests in China resulting from more than 40 years of engagement. The Corporation aims to act like an owner with a long-term perspective and a strategic vision anchored in strong core values.

Power Corporation adheres to four overriding investing principles to pursue its objective of achieving sustainable long-term value creation in the best interests of the Corporation:

- Long-term perspective
- Leading franchises with attractive growth profiles
- Strong governance oversight
- Prudent approach to risk management

Power Corporation's value creation strategy is focused on financial services, designed to generate long-term sustainable growth in earnings and dividends, and is based upon three key levers:

- Operating company organic levers: organic growth strategies at the publicly traded operating companies;
- Operating company inorganic levers: deployment and redeployment of capital; and
- Holding company levers: actions that can be taken at the Corporation and between the Corporation and its publicly traded operating companies and investments.

Power Corporation, through its alternative asset investment platforms, is developing alternative asset management businesses which build upon the investment capabilities that have been created over many years in several high-growth asset classes. The alternative asset investment platforms are focused on growing their asset management businesses through raising third-party capital and the Corporation intends to continue to provide proprietary capital to the different investment products managed by each:

- Sagard is a multi-strategy alternative asset management firm active in venture capital & growth, private equity, private credit, royalties and real estate. Sagard also engages in private wealth management. Sagard looks to generate attractive returns by matching investment opportunities with flexible capital solutions and pairing entrepreneurs with teams that have deep industry knowledge.
- Power Sustainable is a sustainability-led global alternative asset manager with a long-term investment approach. Power Sustainable aims to create long-term value by actively investing in entrepreneurial management teams, companies and projects with sustainable business models. Power Sustainable currently manages four strategies, including Power Sustainable China, Power Sustainable Energy Infrastructure, Power Sustainable Lios and Power Sustainable Infrastructure Credit.

The Corporation also has significant influence and controlling interests in several standalone businesses managed to create and realize value over time.



**TRANSITION TO IFRS 17 AND IFRS 9**

- The Corporation and its subsidiaries adopted IFRS 17, *Insurance Contracts* (IFRS 17), replacing IFRS 4, *Insurance Contracts* (IFRS 4) effective January 1, 2023. IFRS 17 impacted only Lifeco due to its insurance activities. While the new standard changes the measurement and timing of recognition of insurance contracts and the corresponding presentation and disclosures in the Corporation's consolidated financial statements, it does not have a material impact or change to Lifeco's underlying business strategy.

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

Refer to the section "Changes in Accounting Policies" as well as Note 2 and Note 3 to the Corporation's Interim Consolidated Financial Statements for additional information.

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

- January 1, 2022 participating shareholders' equity decreased by approximately 10% on the adoption of IFRS 17 on January 1, 2023 in line with original expectations, primarily due to the establishment of the contractual service margin (CSM), partially offset by the removal of provisions no longer required under IFRS 17.
- The CSM established by Lifeco for in-force contracts at January 1, 2022 was \$4.1 billion associated with shareholders' equity and \$4.4 billion associated with non-controlling interests. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital.
- The comparative 2022 adjusted net earnings<sup>[1]</sup> reported by Lifeco decreased by approximately 1.8% as a result of the transition. Approximately 70% of Lifeco's business experienced limited or no change in 2022 comparative earnings with the adoption of IFRS 17, and for the businesses more impacted the main drivers of the change in earnings relate to the introduction of the CSM and the removal of the direct link between asset and liability measurement. The decrease in Lifeco's adjusted net earnings was driven by a deferral of new business gains and certain trading activity, partially offset by higher in-force earnings driven by the CSM amortization and deferral of certain non-financial experience.

There is an expected increase in net earnings volatility driven by the removal of the direct link between asset and liability measurement that existed under the Canadian Asset Liability Matching (CALM) process under IFRS 4. The adoption of IFRS 17 and IFRS 9 has led to an increase in the Corporation's net earnings volatility due to market experience that was a result of the heightened market volatility in 2022.

Part B of this MD&A further describes the impacts of the adoption of IFRS 17 and IFRS 9 and the expected increase in net earnings volatility at Lifeco.

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[1] Defined as "base earnings" by Lifeco, a non-IFRS financial measure; refer to Part B of this MD&A for additional details including a definition and reconciliation by segment.

**Change in the definition of Adjusted net earnings, a non-IFRS financial measure**

- Effective the first quarter of 2023, the Corporation introduced a refined definition of adjusted net earnings, a non-IFRS financial measure. This change is consistent with the introduction of a refined definition of base earnings (losses) by Lifeco with the adoption of IFRS 17 on January 1, 2023. Lifeco's base earnings (losses) continues to represent its management's view of the underlying business performance of Lifeco and provides an alternate measure to understand the underlying business performance of Lifeco compared with its IFRS-reported net earnings. The definition of Adjustments continues to include what the Corporation previously presented, including Lifeco's impact of assumption changes and management actions that impact the measurement of assets and liabilities, and market-related impacts where actual market returns in the current period are different than longer-term expected returns on assets and liabilities. The definition of Lifeco's base earnings has been refined by Lifeco to exclude the following impacts that are included in IFRS-reported net earnings for an improved representation of Lifeco's underlying business performance, as well as for consistency and comparability with its financial services peers:
  - Realized gains (losses) on the sale of assets measured at fair value through other comprehensive income (FVOCI);
  - The direct equity and interest rate impacts on the measurement of surplus assets and liabilities; and
  - Amortization of acquisition-related finite life intangible assets.

The Corporation has updated its definition of adjusted net earnings in line with Lifeco's change. The comparative periods have been restated to reflect this change.

Refer to the section "Non-IFRS Financial Measures" for the refined definition of the Corporation's adjusted net earnings.

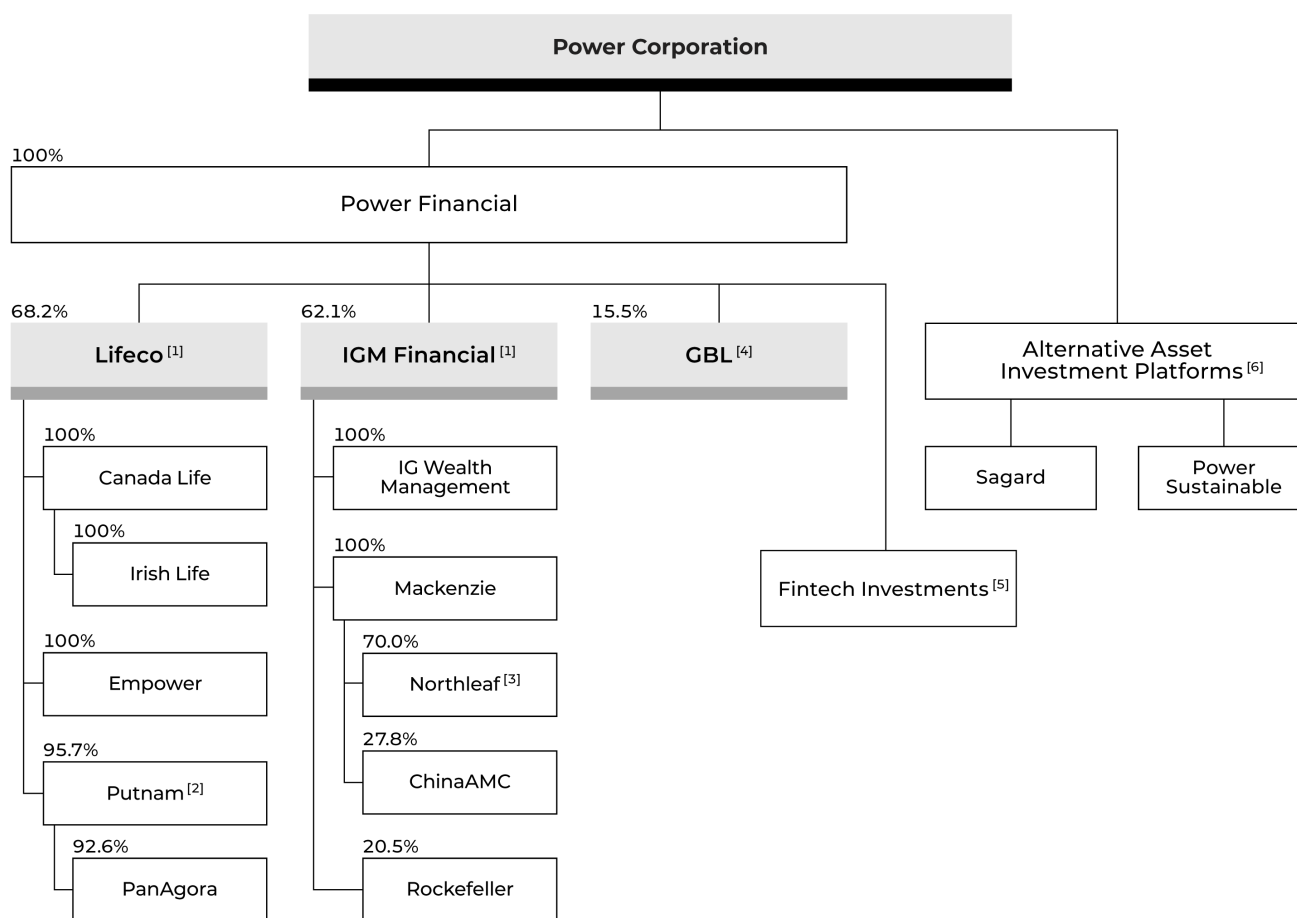
**ORGANIZATION OF THE MD&A**

The Corporation's MD&A consists of three parts:

- Part A – Power Corporation, presented on a consolidated basis, and including a discussion of the contribution to the holding company from Lifeco, IGM, GBL, and its alternative asset investment platforms and other investments;
- Part B – Lifeco's interim MD&A, as prepared and disclosed by Lifeco in accordance with applicable securities legislation, and which is also available either directly from SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)) or from Lifeco's website ([www.greatwestlifeco.com](http://www.greatwestlifeco.com));
- Part C – IGM's interim MD&A, as prepared and disclosed by IGM in accordance with applicable securities legislation, and which is also available either directly from SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)) or from IGM's website ([www.igmfinancial.com](http://www.igmfinancial.com)).

Lifeco (TSX: GWO) and IGM (TSX: IGM) are public companies listed on the Toronto Stock Exchange. GBL is a public company listed on the Brussels Stock Exchange (EBR: GBLB). Market capitalizations reported in the following sections are at June 30, 2023 (refer to the section "Other Measures").

The following chart reflects the economic interests held by the Corporation at June 30, 2023, which include the operating subsidiaries (Lifeco and IGM) and its interest in GBL, held through Power Financial, and interests held through the Corporation's alternative asset investment platforms.



**In bold:** Publicly listed holdings

[1] Lifeco, through Canada Life, holds a 3.9% interest in IGM, and IGM holds a 2.4% interest in Lifeco.

[2] On May 31, 2023, Lifeco announced that it had entered into an agreement to sell its interest in Putnam. Lifeco will retain its interest in PanAgora. Refer to the section "Lifeco".

[3] Represents a 49.9% non-controlling voting interest. The interest in Northleaf is held through an acquisition vehicle in which IGM holds an 80% equity interest and Lifeco holds a 20% equity interest.

[4] Held through Parjointco, a jointly controlled corporation (50%). Parjointco has a 45.3% voting interest in GBL. Refer to the section "GBL" for a list of investments.

[5] Includes a controlling interest in Portage Ventures I, Portage Ventures II, Portage Ventures III and Wealthsimple, held through Power Financial, Lifeco and IGM.

[6] Refer to the section "Alternative Asset Investment Platforms" for a list of investments held by each investment platform.

## PUBLICLY TRADED OPERATING COMPANIES

The Corporation holds controlling interests, through Power Financial, in Lifeco and IGM. It also has significant holdings in a portfolio of European-based global companies through its investment in GBL.

### Lifeco

Great-West Lifeco Inc. (TSX: GWO), market capitalization of \$35.8 billion at June 30, 2023, is an international financial services holding company with interests in life insurance, health insurance, retirement savings, wealth and asset management and reinsurance businesses. Lifeco operates primarily in Canada, the United States (U.S.) and Europe under the brands Canada Life, Empower, Putnam Investments (presented as discontinued operations) and Irish Life. For reporting purposes, Lifeco has four major reportable segments: Canada, the United States, Europe, and Capital and Risk Solutions. Lifeco is advancing its business strategy and driving momentum across its portfolio, including enhancing its reporting and disclosures to focus on three key value drivers for its business: Workplace Solutions (including group life & health, group retirement, and pension administration and record-keeping services); Wealth & Asset Management (including retail savings and wealth products); and Insurance & Risk Solutions (including life insurance, disability, and critical illness coverage for individuals, and payout annuities for individuals and pension plans as well as reinsurance). Accordingly, in the first quarter of 2023 Lifeco updated how it refers to the business units within the Canada, Europe and U.S. segments.

The Canada segment is operated by Canada Life primarily through the Workplace Solutions, Individual Wealth Management, and Insurance & Annuities business units. Through the Workplace Solutions business unit, Lifeco offers group life and health and group retirement products through employer-sponsored plans and individual product solutions, including life, accidental death and dismemberment, disability, critical illness, health and dental protection, and creditor insurance, as well as retirement savings and income and annuity products and other speciality products to plan members. Through the Individual Wealth Management business unit, Lifeco provides wealth savings and income products to individuals. The Insurance & Annuities business unit offers life, disability and critical illness insurance products to individuals, as well as individual life annuities and single-premium group annuities.

On April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel, a leading independent wealth management firm, from IGM. This acquisition accelerates Lifeco's strategy of building the leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth management providers in Canada. Canada Life will acquire IPC for a total cash consideration of \$575 million, subject to adjustments. Lifeco expects to incur transaction and integration costs of \$25 million pre-tax over 18 months after the deal is closed. The transaction is expected to close in the fourth quarter of 2023 and is subject to customary closing conditions including regulatory approvals. The Corporation, through IGM, currently consolidates IPC and therefore the transaction will not have a significant impact on the Corporation's consolidated statements of earnings and balance sheets.

On June 13, 2023, Canada Life announced an agreement to acquire Value Partners Group Inc. (Value Partners), a fast-growing Winnipeg-based investment firm serving clients with complex and sophisticated wealth needs. This acquisition is expected to accelerate Canada Life's strategy of building a leading wealth management platform for independent advisors. Lifeco will finance the acquisition with existing resources and it is not expected to have a material impact on Lifeco's financial position. The transaction is expected to close by the end of 2023 and is subject to customary closing conditions including regulatory approvals (including from the TSX).

The United States segment is operated by Empower through the Empower Defined Contribution and the Empower Personal Wealth business units, as well by PanAgora through the Asset Management business unit. The Empower Defined Contribution business unit helps people with saving, investing and advice through employer-sponsored plans and individual product solutions. The Empower Personal Wealth business unit offers retail wealth management products and services. This includes the full-service retirement services business of Prudential acquired in 2022 and the results of the business acquired from Personal Capital. The Asset Management business unit provides investment management services, related administrative functions and distribution services, and offers a broad range of investment products. The United States segment also includes the results of Putnam which has been classified as discontinued operations. The Corporate business unit includes items not associated directly with or allocated to the Empower and Asset Management business units, as well as a retained block of life insurance, predominately participating policies, which are now administered by Protective Life Insurance Company (Protective Life), as well as a closed retrocession block of life insurance.

On April 1, 2022, Empower completed the acquisition of the full-service retirement services business of Prudential. With the completion of the acquisition, Empower's reach in the U.S. has expanded to approximately 82,000 workplace savings plans as of June 30, 2023. Lifeco funded the total transaction value of US\$3,480 million with US\$1,193 million of Limited Recourse Capital Notes (LRCN Series 1) and US\$823 million of short-term debt, in addition to its existing resources.

Lifeco anticipates realizing cost synergies through the migration of Prudential's retirement services business onto Empower's record-keeping platform. Estimated run-rate cost synergies are expected to be US\$180 million and to be phased in over 24 months, primarily when systems migrations are completed. As of June 30, 2023, US\$57 million of pre-tax run-rate cost synergies had been achieved. Revenue synergies of US\$20 million are expected by Lifeco on a run-rate basis by the end of 2024 and Lifeco expects them to grow to US\$50 million by 2026. Lifeco expects to incur one-time integration and restructuring expenses of US\$170 million pre-tax related to the Prudential acquisition, of which US\$102 million pre-tax had been incurred as of June 30, 2023. Lifeco expects the integration to be completed in the first half of 2024.

On May 31, 2023, Lifeco announced an agreement to sell Putnam to Franklin Resources, Inc., operating as Franklin Templeton. The total potential transaction consideration and retained value is estimated to be US\$1.7 billion-US\$1.8 billion. Franklin Templeton will pay upfront consideration of US\$950 million-US\$1 billion, consisting of 33.33 million Franklin Templeton shares at closing and US\$100 million in cash 6 months after closing. Further consideration of up to US\$375 million payable between 3 and 7 years is tied to the growth of the partnership. Lifeco will retain its controlling interest in PanAgora, a leading quantitative asset manager, and realize the value of Putnam's seed capital, which, together with closing adjustments, are estimated to be worth US\$375 million-US\$425 million. Lifeco will also retain certain deferred tax assets related to Putnam. Lifeco has agreed to retain shares representing approximately 4.9% of outstanding Franklin Templeton stock for a minimum 5-year period. The transaction is expected to close in the fourth quarter of 2023, subject to customary closing conditions including regulatory approvals. Lifeco does not expect the transaction to result in a material gain or loss before transaction costs.

In addition to the sale, Lifeco, along with the Corporation and Franklin Templeton, has entered into a strategic partnership to distribute Franklin Templeton products. Lifeco will provide an initial long-term asset allocation of US\$25 billion assets under management to Franklin Templeton within 12 months of closing with the potential for that amount to increase over the next several years.

The Europe segment operates under the Canada Life brand in the United Kingdom (U.K.) and Germany and under the Irish Life brand in Ireland. The Workplace Solutions business unit consists of group life and health insurance business in the U.K. and Ireland as well as group retirement and insurance brokerage services in Ireland. The Individual Wealth & Asset Management business unit consists of investment products (including life bonds, retirement drawdown and pension) offered in the U.K., pension, savings and investment products offered in Ireland and pension products offered in Germany. Irish Life Investment Managers (ILIM) is one of Lifeco'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 across Europe and North America. The Insurance & Annuities business unit consists of bulk and individual payout annuities offered in the U.K. and Ireland, equity-release mortgages offered in the U.K., and individual insurance offered in Ireland and Germany.

On May 16, 2023, Canada Life U.K. announced an agreement to sell its individual onshore protection business to Countrywide Assured plc (Countrywide), a subsidiary of Chesnara plc. Approximately 47,000 customer policies will transfer to Countrywide in 2024, subject to the completion of a court-approved transfer. This follows the Canada Life U.K. announcement that it closed onshore individual protection insurance to new business in November 2022.

The Capital and Risk Solutions segment includes Lifeco's reinsurance business which operates primarily in the U.S., Barbados, Bermuda and Ireland. Reinsurance products are provided through Canada Life and its subsidiaries and include both reinsurance and retrocession business transacted directly with clients or through reinsurance brokers.

On January 12, 2023, the Corporation and IGM completed a transaction under which IGM sold approximately 15.2 million common shares of Lifeco, representing a 1.6% interest in Lifeco, to Power Financial. Refer to the section "ChinaAMC" below. At June 30, 2023, Power Financial and IGM held interests of 68.2% and 2.4%, respectively, in Lifeco's common shares, representing approximately 65% of the voting rights attached to all outstanding Lifeco voting shares. The *Insurance Companies Act* limits voting rights in life insurance companies to 65%.

See Part B of this MD&A for additional information on Lifeco.

## IGM Financial

IGM Financial Inc. (TSX: IGM), market capitalization of \$9.6 billion at June 30, 2023, is a leading wealth and asset management company supporting advisors and the clients they serve in Canada, and institutional investors throughout North America, Europe and Asia. IGM's principal operating subsidiaries are wealth manager IG Wealth Management and asset manager Mackenzie Investments. IGM also holds a number of strategic investments that provide benefits to the operating subsidiaries while furthering IGM's growth prospects. IGM has three reportable segments: Wealth Management, Asset Management, and Strategic Investments and Other.

The Wealth Management segment reflects the activities of operating companies that are principally focused on providing financial planning and related services to Canadian households and represents the activities of IG Wealth Management and Investment Planning Counsel. These firms are retail distribution organizations that serve Canadian households through their securities dealers, mutual fund dealers and other subsidiaries licensed to distribute financial products and services. The Wealth Management segment provides a comprehensive planning approach through IG Wealth Management and IPC advisors by offering a broad range of financial products and services in the areas of advanced financial planning, mortgages and banking, insurance, and securities. IG Wealth Management distinguishes itself from its competition by offering comprehensive planning to its clients that synchronizes their financial lives. Investment Planning Counsel is an independent distributor of financial products, services and advice in Canada.

The Asset Management segment reflects the activities of operating companies primarily focused on providing investment management services, and represents the operations of Mackenzie Investments. Investment management services are provided to a suite of investment funds that are distributed through third-party dealers and financial advisors, and through institutional advisory mandates to financial institutions, pensions and other institutional investors. Mackenzie Investments is a diversified asset management solutions provider and provides investment management and related services with a wide range of investment mandates through a boutique structure and uses multiple distribution channels. Mackenzie seeks to be Canada's preferred global asset management solutions provider and business partner.

The Strategic Investments and Other segment primarily represents the key strategic investments made by IGM, including ChinaAMC, Lifeco, Northleaf, Rockefeller, Wealthsimple, and the Portage Ventures funds (refer to the section "Alternative Asset Investment Platforms"), as well as unallocated capital.

On April 3, 2023, IGM Financial purchased a 20.5% equity interest in Rockefeller, a leading U.S. independent financial services advisory firm, for consideration of US\$622 million and for which payment was completed on June 2, 2023.

Highlights of the Rockefeller transaction include:

- The expansion of IGM's wealth management footprint, through Rockefeller, into the U.S., with a brand and business model focused on the high-net-worth and ultra-high-net-worth segments;
- A strategic ownership position with two board seats and rights enhancing IGM's opportunity to increase its equity interest in Rockefeller in the future; and
- The opportunity for knowledge sharing and collaboration between Rockefeller and IGM's wealth management business.

Concurrently with the Rockefeller transaction, IGM announced that it entered into an agreement to sell 100% of the common shares of IPC to Canada Life for cash consideration of \$575 million. The sale of IPC to Canada Life is expected to close by the end of 2023, subject to customary closing conditions, including regulatory approvals. IGM currently consolidates IPC, and subsequent to the close of the transaction IPC will be consolidated by Lifeco; therefore, the transaction will not have a significant impact on the Corporation's consolidated statements of earnings and balance sheets.

On January 12, 2023, the Corporation and IGM completed the previously announced transaction in which the group's interest in ChinaAMC was combined under IGM. The Corporation sold its 13.9% interest in ChinaAMC to Mackenzie, for aggregate consideration of \$1.15 billion in cash, increasing IGM's interest in ChinaAMC to 27.8%. The Corporation's shareholders continue to participate in ChinaAMC through the Corporation's interest in IGM. The Corporation accounted for the group's 27.8% interest in ChinaAMC as an associate in its consolidated financial statements; therefore, the transaction did not have an impact on the carrying value of the investment in ChinaAMC in the consolidated balance sheet.

In a separate transaction, on January 12, 2023, IGM sold approximately 15.2 million Lifeco common shares to Power Financial, for cash consideration of \$553 million. At the time of the transaction, IGM's interest in Lifeco decreased from 4.0% to 2.4% and Power Financial's equity interest in Lifeco increased to 68.2%. IGM's accounting gain on the sale of the Lifeco shares was \$169 million after tax, consisting of \$175 million recorded in the first quarter and a decrease of \$6 million that was recorded on a prospective basis in the second quarter. The Corporation has eliminated the net gain on consolidation.

At June 30, 2023, Power Financial and Canada Life, a subsidiary of Lifeco, held interests of 62.1% and 3.9%, respectively, in IGM's common shares.

See Part C of this MD&A for additional information on IGM.

**GBL**

Power Financial Europe SA, a wholly owned subsidiary of Power Financial, and the Frère Group each hold a 50% interest in Parjointco. At June 30, 2023, Parjointco held a 31.0% indirect (45.3% of the voting rights) controlling interest in GBL, a Belgian holding company listed on the Brussels Stock Exchange.

GBL (EBR: GBLB), market capitalization of €10.6 billion at June 30, 2023, is an established investment holding company. As a leading and active investor in Europe, GBL is focused on long-term value creation with the support of a stable family shareholder base and perceives environmental, social and governance (ESG) factors as being inextricably linked to value creation. GBL aims to grow its diversified high-quality portfolio of listed, private and alternative investments. GBL Capital, the group's alternative assets activity, provides additional sources of diversification to GBL's portfolio. In addition, GBL is developing its third-party asset management activity through Sienna Investment Managers, a wholly owned subsidiary. GBL's portfolio is composed of global companies, leaders in their sectors, in which GBL can contribute to value creation by being an active professional investor.

At June 30, 2023, GBL's portfolio was mainly comprised of the following investments:

**PUBLICLY LISTED**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>▪ Imerys (EPA: NK) – industrial mineral-based specialty solutions</li> <li>▪ Pernod Ricard (EPA: RI) – wines and spirits</li> <li>▪ SGS (SIX: SGSN) – testing, inspection and certification solutions</li> <li>▪ adidas (XETR: ADS) – design, development and distribution of sporting goods</li> </ul> | <ul style="list-style-type: none"> <li>▪ Umicore (EBR: UMI) – automotive catalysts, cathode materials for batteries and precious metals recycling</li> <li>▪ GEA (XETR: GIA) – supplier of equipment and project management for a wide range of processing industries primarily in the food and beverage and pharmaceutical sectors</li> <li>▪ Ontex (EBR: ONTEX) – provider of personal hygiene solutions</li> </ul> |
|--|---|

**PRIVATELY HELD**

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>▪ Webhelp – customer relationship management and business process outsourcing, specializing in customer experience, sales and marketing services and payment services</li> <li>▪ Affidea – provider of advanced diagnostics and outpatient services</li> </ul> | <ul style="list-style-type: none"> <li>▪ Sanoptis – provider of ophthalmology services</li> <li>▪ Canyon – direct-to-consumer manufacturer of premium bicycles</li> <li>▪ Parques Reunidos – operator of leisure parks</li> <li>▪ Voodoo – developer and publisher of mobile games</li> </ul> |
|---|---|

Through GBL Capital and Sienna Investment Managers, GBL has expanded its activities into alternative asset management and is developing an alternative investment portfolio including investments in funds externally managed and direct co-investments in private equity, and offers a full range of investment strategies with a strong ESG focus through its multi-expertise third-party asset managers. Strategies managed by Sienna Investment Managers include Sienna Real Estate, Sienna Gestion, Sienna Private Credit, Sienna Private Equity, Sienna Venture Capital and Sienna Multi-Manager Private Equity, dedicated to primary and secondary fund investing and direct co-investments.

During the first and second quarters of 2023, GBL reduced its exposure in certain of its publicly listed investments, generating total proceeds of approximately €835 million, including:

- MOWI: GBL disposed of its residual interest in MOWI of 1.9%, for proceeds of €158 million, and generated a net loss for GBL of €5 million (no impact on the net consolidated result in accordance with IFRS 9).
- Pernod Ricard: GBL completed its disposal plan, reducing its interest in Pernod Ricard from 6.9% at December 31, 2022 to 6.7%, for proceeds of €110 million, and generated a net gain for GBL of €76 million based on the historical acquisition price (no impact on the net consolidated result in accordance with IFRS 9).
- Holcim: GBL finalized the exit of its remaining 2.1% interest in Holcim following the maturity of forward sales with cumulative dividend on May 31, 2023, generating net proceeds of €567 million and a net gain for GBL of €45 million (no impact on the net consolidated result in accordance with IFRS 9).

On March 30, 2023, Webhelp and Concentrix Corporation (Concentrix) (Nasdaq: CNXC) announced that they had entered into an agreement to combine, thereby creating a prominent global player in customer experience. These companies are highly complementary, and the combined group will be better positioned for growth, margin expansion and value creation. The implied valuation of GBL's stake in Webhelp, at the time of the announcement, of €1,529 million corresponds to an economic gain of approximately €0.7 billion based on GBL's historical acquisition price of its initial investment in November 2019. Upon completion of this transaction, expected by the end of 2023, the liability to Webhelp's minority shareholders, valued at €1.6 billion at June 30, 2023, will be extinguished without any cash impact for GBL. GBL will be paid, according to the deal terms, in (i) Concentrix shares representing approximately 12.9% of outstanding common shares; (ii) earn-out shares that could give access to additional capital of the combined entity if certain thresholds are reached; and (iii) a seller note entitling GBL to receive approximately €500 million in cash on the second anniversary of the transaction closing.



In the first and second quarters of 2023, GBL repurchased, directly and through its subsidiaries, €279 million of its own share capital. In March 2023, GBL's board of directors approved a sixth allocation for share buybacks of €500 million, which GBL started to execute in May 2023. Subsequent to quarter-end, GBL announced that it has increased the sixth allocation by €130 million. During the second quarter of 2023, GBL cancelled 6.3 million of its treasury shares.

GBL reported a net asset value (refer to the section "Other Measures") at June 30, 2023 of €17,502 million, compared with €17,775 million at December 31, 2022.

GBL's financial results and other disclosures are derived from publicly disclosed information, as issued by GBL in its half-year report at June 30, 2023. Further information on GBL's results is available on its website ([www.gbl.be](http://www.gbl.be)).

### ALTERNATIVE ASSET INVESTMENT PLATFORMS

Since the launch of the first Sagard fund in Europe in 2002, Power Corporation has continued to develop alternative asset investment platforms (investment platforms) that manage portfolios in several alternative asset classes in three principal geographies: Europe, North America, and China. The alternative asset investment platforms offer alternative strategies to traditional long-term investment strategies. Traditional long-term investment strategies generally invest in publicly traded shares and fixed income investments, whereas the alternative asset strategies include venture capital, private equity, private credit as well as real estate and infrastructure. The investment platforms Sagard and Power Sustainable are managed locally by experienced investment professionals who have an in-depth knowledge of the local markets and benefit from collaboration within the Power group of companies. Power Corporation's investment platforms seek to generate attractive returns for their investors by: i) attracting experienced investment teams to execute on investment strategies where the investment platforms' ecosystem gives them a competitive advantage; ii) leveraging the global network created over decades by the Power group to drive the commercial success of their investment strategies and underlying investments; and iii) providing flexible capital solutions to solve a range of business and financing needs.

The investment platforms comprise asset management and investing activities. Earnings from asset management activities include income earned from management fees and carried interest, net of investment platform expenses. Earnings from investing activities comprise income earned on the capital invested by the Corporation (proprietary capital) in the investment funds managed by each platform and the share of earnings (losses) of controlled and consolidated subsidiaries held within the investment platforms.

Power Corporation invests proprietary capital in the strategies of its investment platforms to support their growth and development as asset managers. The investment platforms' growth strategy is focused primarily on raising third-party capital, and the Corporation expects that its proprietary capital will represent an increasingly smaller proportion of future funds. The Corporation seeks to earn attractive returns on its proprietary capital investments commensurate with the risk profile of the underlying investments in each strategy. Returns are expected to be realized over differing time horizons:

- Income-related strategies such as Private Credit, Royalties and Power Sustainable Energy Infrastructure Partnership are expected to generate returns on a regular basis; and
- Capital appreciation strategies such as Venture Capital & Growth, Private Equity and Power Sustainable China are expected to generate returns as investments are monetized.



## Sagard

Sagard is a multi-strategy alternative asset management firm with professionals principally located in Canada, the U.S. and Europe. Sagard seeks to generate attractive returns by matching investment opportunities with flexible capital solutions and pairing entrepreneurs with teams that have deep industry knowledge. Sagard develops long-term partnerships and empowers the growth of its investments through a unique global network of portfolio companies, limited partners, advisors and other valued relationships.

The alternative investment management business of Sagard is consolidated under Sagard Holdings Management Inc. (SHMI). The Corporation, through Sagard, held a 78.5% controlling interest in SHMI at June 30, 2023 (80.9% at December 31, 2022).

### SUBSEQUENT EVENT

In July 2023, Sagard announced new strategic partnerships with Abu Dhabi Developmental Holding Co. (ADQ), an Abu Dhabi-based investment and holding company, and Bank of Montreal (BMO). As part of this transaction, Sagard has also expanded its existing partnership with Lifeco. ADQ and BMO have respectively entered into definitive agreements to each acquire a minority equity interest in SHMI, and Lifeco has agreed to increase its existing minority equity interest. In addition, the strategic partners have agreed to make respective commitments of additional long-term capital in Sagard's existing and future investment strategies.

The transaction is expected to close in the third quarter of 2023, subject to customary closing conditions including regulatory approvals. On closing, the Corporation will remain the controlling shareholder of Sagard.

The operations of Sagard are comprised of asset management and investing activities.

### ASSET MANAGEMENT ACTIVITIES

At June 30, 2023, Sagard had US\$15.0 billion of assets under management (US\$14.0 billion at December 31, 2022), including unfunded commitments (refer to the section "Other Measures"), across five asset classes: venture capital & growth, private equity, private credit, royalties and real estate, including US\$1.0 billion through its private wealth investment platform (same as at December 31, 2022).

Composition of assets under management is as follows:

(In billions of U.S. dollars)	June 30, 2023	December 31, 2022
Funds	8.8	8.0
Separately managed accounts and co-investment vehicles	1.2	1.2
Real estate – separately managed accounts	3.9	3.8
Other <sup>[1]</sup>	1.1	1.0
<b>Assets under management</b>	<b>15.0</b>	<b>14.0</b>
<i>Power Corporation</i>	<i>1.0</i>	<i>0.9</i>
<i>Third parties and associated companies<sup>[2]</sup></i>	<i>14.0</i>	<i>13.1</i>
<b>Fee-bearing capital<sup>[1, 3]</sup></b>	<b>11.2</b>	<b>10.4</b>
<i>Power Corporation</i>	<i>0.6</i>	<i>0.5</i>
<i>Third parties and associated companies<sup>[2]</sup></i>	<i>10.6</i>	<i>9.9</i>

[1] Includes assets managed through its private wealth investment platform.

[2] Associated companies includes commitments from management, as well as commitments from Lifeco, IGM and GBL.

[3] Refer to the section "Other Measures".

The following table summarizes the funds managed by Sagard and the Corporation's interests in each of the funds:

June 30, 2023				Interest held			Manager compensation		
(in millions; except as otherwise noted)	Currency	Vintage	Capital commitment	Power Corporation	Associated companies <sup>[1]</sup>	Third parties	Fees <sup>[2]</sup>		Carried interest <sup>[2]</sup>
			(\$)	(%)	(%)	(%)	(%)		(%)
<b>Venture Capital &amp; Growth</b>									
Portage Ventures I <sup>[3,4]</sup>	C\$	2016	462	38.0	62.0	–	2.00	Invested capital	10.0
Portage Ventures II <sup>[3,5]</sup>	C\$	2018	427	12.4	16.8	70.8	2.00	Invested capital	20.0
Portage Ventures III	US\$	2021	655	2.4	15.3	82.3	2.25	Committed capital	20.0
Portage Capital Solutions <sup>[6]</sup>	US\$	2022	381	39.4	34.8	25.8	2.00	Committed capital	20.0
<b>Private Equity</b>									
Sagard Private Equity Canada	C\$	2021	406	3.7	13.5	82.8	2.00	Committed capital	20.0
Sagard MidCap II <sup>[5]</sup>	€	2006	728	22.4	25.8	51.8	1.75	Invested capital	20.0
Sagard MidCap III <sup>[5,7]</sup>	€	2013	729	0.2	26.9	72.9	2.00	Invested capital	20.0
Sagard MidCap IV	€	2020	815	18.6	27.2	54.2	1.75	Committed capital	20.0
Sagard NewGen <sup>[6]</sup>	€	2020	313	6.1	23.7	70.2	2.00	Committed capital	20.0
<b>Private Credit</b>									
Sagard Credit Partners I	US\$	2017	557	18.0	1.0	81.0	1.50	Invested capital	15.0
Sagard Credit Partners II	US\$	2020	1,167	4.3	5.2	90.5	1.50	Invested capital	20.0
Sagard Senior Lending Partners <sup>[6]</sup>	US\$	2022	237	–	21.6	78.4	1.25	Invested capital	15.0
<b>Royalties</b>									
Sagard Healthcare Partners <sup>[6]</sup>	US\$	2019	726	10.3	0.5	89.2	1.75	Committed capital	20.0
<b>Real Estate</b>									
USPF <sup>[9]</sup>	US\$	2002	1,033	1.6	22.3	76.1	0.75-0.98	Net asset value	–

[1] Associated companies includes commitments from management as well as commitments from Lifeco (\$33 million in Portage Ventures II, US\$59 million in Portage Ventures III, up to US\$143 million in Portage Capital Solutions, \$50 million in SPEC, €50 million in Sagard MidCap IV, US\$50 million in Sagard Credit Partners II, up to US\$120 million in SSLP, and US\$230 million in USPF), IGM (\$33 million in Portage Ventures II and US\$26 million in Portage Ventures III), Pargesa (€33 million in Sagard MidCap II), and GBL (€102 million in Sagard MidCap II, €192 million in Sagard MidCap III, €150 million in Sagard MidCap IV and €50 million in Sagard NewGen). Lifeco and IGM have invested \$26 million and \$260 million, respectively, in Portage Ventures I.

[2] Represents the base management fees and carried interest of each fund.

[3] Includes an interest in Portage Ventures I and Portage Ventures II of 38.0% and 7.7%, respectively, held through Power Financial.

[4] Includes investments held by Portage Ventures I, Power Financial and IGM, through limited partnerships controlled by Power Financial, in Wealthsimple.

[5] During the investment period, management fees were based on committed capital. Since the close of the investment period, management fees are based on invested capital, which may include a reserve for follow-on investments.

[6] Fundraising activities continue for Portage Capital Solutions, Sagard Senior Lending Partners and Sagard Healthcare Partners.

[7] The Corporation's interest is held in carried interest units.

[8] During the second quarter of 2023, the Corporation completed the sale of €42 million of its original €60 million commitment (or a 13.5% limited partner (LP) interest) in Sagard NewGen through secondary transactions; the Corporation and Sagard have retained a LP interest of 6.1% at June 30, 2023.

[9] USPF is managed by EverWest through a management service agreement. USPF is an open-end real estate fund and generally invests all committed capital; as such the capital commitment of the fund is representative of the net asset value (refer to the section "Other Measures").

The following table summarizes the activities of each of the funds managed by Sagard:

June 30, 2023				Commitment		
(in millions; except as otherwise noted)	Currency	Total funded	Unfunded	Unfunded	Distributions to date <sup>[1]</sup>	NAV <sup>[2]</sup>
		(\$)	(\$)	(%)	(\$)	(\$)
<b>Venture Capital &amp; Growth</b>						
Portage Ventures I <sup>[3]</sup>	C\$	462	-	-	617	1,008
Portage Ventures II	C\$	378	49	11.6	17	802
Portage Ventures III	US\$	233	422	64.5	-	231
Portage Capital Solutions <sup>[4]</sup>	US\$	40	341	89.5	-	32
<b>Private Equity</b>						
Sagard Private Equity Canada	C\$	98	308	75.9	-	86
Sagard MidCap II <sup>[5]</sup>	€	722	6	0.9	1,163	37
Sagard MidCap III	€	669	60	8.2	949	641
Sagard MidCap IV	€	419	396	48.6	-	440
Sagard NewGen <sup>[6]</sup>	€	202	137	43.7	26	217
<b>Private Credit</b>						
Sagard Credit Partners I <sup>[6]</sup>	US\$	546	281	50.4	500	168
Sagard Credit Partners II <sup>[6]</sup>	US\$	453	764	65.5	50	440
Sagard Senior Lending Partners	US\$	-	237	100.0	-	-
<b>Royalties</b>						
Sagard Healthcare Partners <sup>[6]</sup>	US\$	666	174	24.0	146	551

[1] Excludes distributions which have been recalled by the fund for reinvestment, as well as distributions made by the fund due to rebalancing from increases in fund size.

[2] Net asset value (NAV) of the fund represents the fair value of investments held within the fund, net of any liabilities, and includes the controlled and consolidated investments held through the fund presented at fair value. Refer to the section "Adjusted Net Asset Value" for a description of the Corporation's fair value adjustments to controlled and consolidated investments.

[3] Includes investments held by Portage Ventures I, Power Financial and IGM, through limited partnerships controlled by Power Financial, in Wealthsimple, which represents a fair value of \$0.9 billion at June 30, 2023 (same as at December 31, 2022).

[4] At June 30, 2023, the NAV excludes the capital called related to the latest fundraising close, as the cash was received subsequent to quarter-end.

[5] On April 21, 2022, Sagard MidCap II disposed of its last investment.

[6] Total funded commitment represents the net cash funded for portfolio investments and fund expenses since inception, excluding amounts that have been recalled by the fund. The unfunded commitment of Sagard NewGen, Sagard Credit Partners I, Sagard Credit Partners II and Sagard Healthcare Partners includes amounts distributed of €26 million, US\$270 million, US\$50 million and US\$114 million, respectively, which are recallable by the fund.

**Venture Capital & Growth (Fintech Investments)**

- Portage, a global fintech and financial services investment platform within Sagard, had assets under management of US\$2.5 billion (C\$3.3 billion) at June 30, 2023 (US\$2.1 billion (C\$2.8 billion) at December 31, 2022), including unfunded commitments and an investment in Wealthsimple, a consolidated subsidiary. Portage's mission is to empower entrepreneurs reshaping financial services and its team partners with ambitious companies across all stages through Portage Ventures and Portage Capital Solutions. Portage has also sponsored a special purpose acquisition company, Portage Fintech Acquisition Corporation.
- Portage Ventures is a global fintech venture capital investment strategy dedicated to supporting fintech innovators in insurance, consumer & small and medium business finance, wealth & asset management, and fintech enablers. Through its funds, Portage Ventures has invested in more than 90 fintech companies and investment funds. The Corporation, through investments held by Power Financial, together with Lifeco, IGM and Sagard, are anchor investors in the Portage Ventures I, Portage Ventures II and Portage Ventures III funds.
  - Portage Ventures I held investments of \$115 million at June 30, 2023 (\$129 million at December 31, 2022), excluding the investment in Wealthsimple, a consolidated subsidiary discussed below.
  - Portage Ventures II had total capital commitments of \$427 million at June 30, 2023, of which Sagard has committed \$20 million and Power Financial, Lifeco and IGM have each committed \$33 million, for a total of \$119 million. At June 30, 2023, the fair value of Portage Ventures II's investment portfolio was \$809 million (\$810 million at December 31, 2022).
  - Portage Ventures III had total capital commitments of US\$655 million at June 30, 2023, of which Sagard committed US\$16 million and Lifeco and IGM have committed US\$59 million and US\$26 million, respectively. At June 30, 2023, the fair value of Portage Ventures III's investment portfolio was \$315 million (US\$238 million), (\$235 million (US\$174 million) at December 31, 2022).
- In July 2022, Portage launched Portage Capital Solutions, a capital partner for fintech and financial services businesses which aims to deliver flexible equity capital solutions and resources to later-stage fintech and financial services companies, and will generally target investments over US\$50 million.

Portage Capital Solutions had total committed capital of US\$393 million at June 30, 2023, of which US\$381 million is currently callable, and included a commitment of US\$150 million from Sagard, and up to US\$143 million from Lifeco (US\$133 million currently callable).

At June 30, 2023, the fair value of the fund's investment portfolio was \$49 million (US\$37 million).

- Portage launched Portage SPAC in the second quarter of 2021, a special purpose acquisition company sponsored by PFTA I LP, an affiliate of Sagard. In July 2021, Portage SPAC successfully completed an initial public offering, and the units were listed on the Nasdaq exchange and trade under the ticker symbol "PFTAU".

At June 30, 2023, Sagard indirectly held a 6% economic interest in PFTA through Class B shares and private warrants. Sagard had determined that it had significant influence over PFTA through PFTA I LP, and accounted for its interest as an associate using the equity method.

In July 2023, subsequent to quarter-end, Sagard completed a transaction in which it sold a majority of its interest in PFTA to an unaffiliated third party, Perception Capital Partners (Perception). Going forward, Perception will sponsor PFTA, in replacement of PFTA I LP. At the close of the transaction, Sagard retained a nominal interest in PFTA.

**Private Equity**

- Sagard, under its private equity asset class, had assets under management of US\$2.9 billion at June 30, 2023 (US\$2.6 billion at December 31, 2022), including unfunded commitments, managed under three strategies including Sagard Private Equity Canada, Sagard Midcap (Europe), and Sagard NewGen (Europe).
- Sagard Private Equity Canada is a private equity strategy investing in the Canadian middle market, with a focus on business and financial services, as well as manufacturing. At June 30, 2023, SPEC had total capital commitments of \$406 million, of which Sagard and Lifeco have committed \$15 million and \$50 million, respectively.
- Sagard MidCap is a European private equity investment strategy which invests in middle-market business services, healthcare, food & consumer, and industrial sectors.
  - Sagard MidCap III, a fund launched in 2013, had total committed capital of €729 million at June 30, 2023. Sagard established and manages a special purpose co-investment vehicle, Sagard Minority Extended Participation Fund 1 S.L.P. (Sagard MEP). At June 30, 2023, Sagard MEP had total commitments of €207 million and is a continuation fund that has invested in certain portfolio companies, alongside new financial investors, formerly held by Sagard MidCap III.
  - Sagard MidCap IV, a fund launched in 2020, had total committed capital of €815 million at June 30, 2023, of which the Corporation and Lifeco have committed an amount of €150 million and €50 million, respectively.
- Sagard NewGen, a fund launched in 2020, is a European lower-middle-market private equity investment strategy that invests in high-growth technology and healthcare industry leaders, with investment sizes typically between €10 million and €50 million. In the first quarter of 2023, the fund completed its final close and is closed to new capital commitments. At June 30, 2023, Sagard NewGen had total committed capital of €313 million, of which the Corporation and Sagard have committed a total amount of €19 million.

In the second quarter of 2023, the Corporation completed the sale of €42 million of its original €60 million commitment in Sagard NewGen through secondary transactions, decreasing its total commitment to €18 million at June 30, 2023. The Corporation received gross proceeds of €25 million related to the sale of its funded capital.

On June 30, 2023, subsequent to the secondary sale of a portion of the Corporation's interest and an amendment of the Limited Partners Agreement, the Corporation reassessed its control assessment for Sagard NewGen and determined that its exposure to variable returns supports that Sagard is acting as an agent. The Corporation no longer controls Sagard NewGen and derecognized the assets and liabilities of the fund, including an investment in a controlled subsidiary, at June 30, 2023.

**Private Credit**

- Sagard, under the private credit asset class, had assets under management of US\$2.3 billion, including unfunded commitments, at June 30, 2023 (US\$2.1 billion at December 31, 2022) managed under two strategies, Sagard Credit and Sagard Senior Lending.
- Sagard Credit is a non-sponsor, direct-lending strategy focused on middle-market public and private companies in North America. It provides bespoke debt solutions across the credit spectrum in first- and second-lien loans, such as unsecured and mezzanine financings, tailored to a company's specific needs.
  - Sagard Credit Partners I, a fund launched in 2017, had total capital commitments of US\$557 million at June 30, 2023, of which Sagard has committed US\$100 million. Sagard Credit Partners I closed its investment period in December 2021.
  - Sagard Credit Partners II is a successor fund to Sagard Credit Partners I and was launched in 2020. At June 30, 2023, Sagard Credit Partners II had commitments totalling US\$1,167 million, of which Sagard and Lifeco have each committed US\$50 million.
- Sagard Senior Lending is a senior direct-lending strategy focused on middle-market companies in North America. It provides non-sponsor first-lien, floating-rate debt to public and private middle-market companies to help fund growth and other strategic initiatives. Sagard Senior Lending Partners, a fund launched in 2022, had total committed capital of US\$315 million at June 30, 2023, of which US\$237 million was callable, and included a commitment of up to US\$120 million from Lifeco (US\$51 million currently callable).

Sagard also manages, through a separately managed account with Lifeco, an additional investment of up to US\$240 million under the Sagard Senior Lending strategy at June 30, 2023.

Sagard continues its fundraising activities for Sagard Senior Lending Partners.

**Royalties**

- Sagard Healthcare, a biopharmaceutical royalties investment strategy, invests in royalties and credit backed by approved and commercialized biopharmaceutical products, diagnostics and medical devices. Assets under management in Sagard Healthcare were US\$926 million, including unfunded commitments and assets managed on behalf of co-investors, at June 30, 2023 (US\$911 million at December 31, 2022). Sagard Healthcare aims to accelerate the returns on innovation for owners of intellectual property, while offering investors an attractive healthcare exposure largely uncorrelated to other asset classes.

Sagard Healthcare Partners is a fund which was launched in 2019. At June 30, 2023, Sagard Healthcare Partners had total capital commitments of US\$726 million and includes a total commitment of US\$75 million from Sagard.

During the second quarter of 2023, Sagard commenced fundraising for the second series of Sagard Healthcare Partners. In August 2023, subsequent to quarter-end, Sagard completed the first close of Series II raising total capital commitments of up to US\$300 million, including a commitment of US\$50 million from Sagard. The commitments of the first and second series of Sagard Healthcare will be invested proportionately in the portfolio of underlying royalty investments.

Sagard continues its fundraising activities for Sagard Healthcare Royalties.

**Real Estate**

- EverWest, acquired in November 2021, is a full-service real estate investment platform operating in acquisitions, development, asset management, and property management in specific sub-markets within the United States. EverWest is headquartered in Denver, Colorado and has regional offices throughout the United States. EverWest manages assets with a fair value at June 30, 2023 of US\$5.2 billion (US\$5.3 billion at December 31, 2022), representing more than 130 properties.

EverWest offers a variety of investment strategies including separately managed accounts and funds. EverWest manages, through its separately managed account segment and legacy private investment vehicles, real estate assets with a fair value at June 30, 2023 of US\$3.9 billion, which includes US\$1.2 billion of assets managed on behalf of Lifeco (US\$3.8 billion and US\$1.2 billion, respectively, at December 31, 2022). EverWest's flagship fund, USPF, is a core open-end real estate investment fund, and is included in the NCREIF Fund Index – Open-End Diversified Core Equity Index (NFI-ODCE). At June 30, 2023, USPF managed assets with a fair value of US\$1.3 billion (US\$1.5 billion at December 31, 2022).

**Private Wealth Investment Platform**

- Sagard indirectly holds a 65.0% controlling interest in Grayhawk, a private wealth investment platform offering independent, bespoke and client-centric investment solutions for Canadian families. Grayhawk had \$1.4 billion in assets under management at June 30, 2023 (\$1.3 billion at December 31, 2022).

**INVESTING ACTIVITIES**

The Corporation holds the following investments in funds which are managed by Sagard, including the investments held through Power Financial:

(in millions of Canadian dollars)	June 30, 2023			December 31, 2022		
	Investments to date <sup>[1]</sup>	Distributions to date <sup>[1]</sup>	Fair value of the investment	Investments to date <sup>[1]</sup>	Distributions to date <sup>[1]</sup>	Fair value of the investment
<b>Venture Capital &amp; Growth</b>						
Portage Ventures I <sup>[2]</sup>	181	223	383	179	222	391
Portage Ventures II	55	12	89	53	12	87
Portage Ventures III	7	-	7	6	-	5
Portage Capital Solutions <sup>[3]</sup>	54	-	49	-	-	-
<b>Private Equity</b>						
Sagard Private Equity Canada	5	1	3	3	1	2
Sagard MidCap II	221	329	9	221	329	9
Sagard MidCap III	525	778	38	525	776	37
Sagard MidCap IV	214	112	116	206	112	100
Sagard NewGen <sup>[4]</sup>	118	108	18	115	45	76
<b>Private Credit</b>						
Sagard Credit Partners I	166	152	42	158	150	34
Sagard Credit Partners II	28	5	25	16	1	16
<b>Royalties</b>						
Sagard Healthcare Partners	136	68	75	101	47	57
<b>Real Estate</b>						
USPF	22	-	23	22	-	25

[1] Includes distributions which have been recalled by the fund and distributions due to rebalancing.

[2] Includes investment in the controlled and consolidated subsidiary, Wealthsimple, at fair value.

[3] At June 30, 2023, excludes the impact of rebalancing related to the latest fundraising close, as it occurred subsequent to quarter-end.

[4] During the second quarter of 2023, the Corporation completed the sale of a 13.5% LP interest in Sagard NewGen through secondary transactions. The Corporation received gross proceeds of \$37 million (€25 million) and realized a gain of \$2 million recorded in net earnings in the second quarter of 2023.

**Fintech Investments**

Fintech investments are comprised of the Corporation's investments, primarily held through Power Financial, in the Portage Ventures I, Portage Ventures II and Portage Ventures III funds and Wealthsimple. The Corporation's investments in the Portage Ventures funds allow it to deepen its knowledge and accelerate the adoption of innovation within the Power group of companies, while significant investments such as Wealthsimple give direct access to novel capabilities.

**WEALTHSIMPLE**

At June 30, 2023, Portage Ventures I, Power Financial and IGM collectively held, through a limited partnership controlled by Power Financial, an undiluted equity interest in Wealthsimple of 54.2% (54.3% at December 31, 2022), representing a voting interest of 56.5% and a fully diluted equity interest of 42.5%. Wealthsimple is one of Canada's leading financial technology companies, and operates one of the country's largest and fastest-growing digital investing platforms.

Wealthsimple continues to strengthen its presence in the marketplace and offers a suite of financial products, ranging from investing to spending, saving and tax. At June 30, 2023, Wealthsimple had 2.2 million clients, excluding tax filers, across the Canadian market with assets under administration of \$23.4 billion, compared with \$16.9 billion at June 30, 2022.

Wealthsimple also offers private asset funds to retail investors. So far, a venture capital and growth equity fund has been made available to its investors. In the first quarter of 2023, through a partnership with Sagard, Wealthsimple also announced the launch of Wealthsimple Private Credit, an investment fund that will primarily target investments in senior secured credit, which will be managed by Sagard's private credit team. In the second quarter of 2023, this fund raised approximately \$63 million.

The fair value of the Power group's interest in Wealthsimple was \$0.9 billion at June 30, 2023, (same as at December 31, 2022). The fair value of the Corporation's 15.9% equity interest in Wealthsimple, including its indirect interest held through Portage Ventures I, on a fully diluted basis, was \$333 million at June 30, 2023 (same as at December 31, 2022).

At June 30, 2023, the Power group had invested \$315 million in Wealthsimple (same as at December 31, 2022).

## Power Sustainable

Power Sustainable is a pure-play sustainable investment manager with offices in Canada, China, and the U.S. Power Sustainable invests in companies and projects that contribute to decarbonization, social progress and quality growth, which are priorities shared by its global network of clients, asset owners, partners and employees. Power Sustainable is currently comprised of four strategies: Power Sustainable China, Power Sustainable Energy Infrastructure, Power Sustainable Lios and Power Sustainable Infrastructure Credit.

### ASSET MANAGEMENT ACTIVITIES

At June 30, 2023, Power Sustainable had \$3.3 billion of assets under management (\$3.4 billion at December 31, 2022), including unfunded commitments. Assets under management reflect the fair value of assets, net of liabilities and project debt, and includes unfunded commitments.

Composition of assets under management is as follows:

(in millions)	June 30, 2023	December 31, 2022
<b>Power Sustainable China</b>		
Funds	121	132
Separate investment management agreements	685	813
<b>Power Sustainable Energy Infrastructure</b>		
Funds	1,993	1,949
Direct Investments	326	391
<b>Power Sustainable Lios</b>		
Funds	203	157
<b>Assets under management</b>	<b>3,328</b>	<b>3,442</b>
<i>Power Corporation</i>	1,465	1,626
<i>Third parties and associated companies<sup>[1]</sup></i>	1,863	1,816
<b>Fee-bearing capital<sup>[2]</sup></b>	<b>2,519</b>	<b>2,533</b>
<i>Power Corporation</i>	1,319	1,444
<i>Third parties and associated companies<sup>[1]</sup></i>	1,200	1,089

[1] Associated companies includes commitments from management, as well as commitments from Lifeco.

[2] Refer to the section "Other Measures".

The following table summarizes the strategies managed by Power Sustainable and the Corporation's interests in each of the strategies:

June 30, 2023 (in millions; except as otherwise noted)	Currency	Vintage	Commitments		Interest held			NAV (\$)
			Capital commitments (\$)	Total funded (\$)	Power Corporation (%)	Associated companies <sup>[1]</sup> (%)	Third parties (%)	
<b>Power Sustainable China<sup>[2]</sup></b>	C\$	2005	806	n.a.	69.2	-	30.8	806
<b>Power Sustainable Energy Infrastructure</b>								
Energy Infrastructure Partnership <sup>[3,4]</sup>	C\$	2021	1,600	775	38.9	14.9	46.2	1,168
<b>Power Sustainable Lios<sup>[5]</sup></b>	C\$	2022	212	49	-	17.0	83.0	40

[1] Associated companies includes commitments from management as well as commitments from Lifeco of \$220 million in PSEIP and \$33 million in Power Sustainable Lios.

[2] Power Sustainable China manages open-end funds and assets on behalf of clients through separate investment management agreements; as such, the capital commitment is representative of the NAV.

[3] NAV of the fund represents the fair value of investments held within the fund, net of any liabilities and project debt, and includes the controlled and consolidated investments held through the fund presented at fair value. Refer to the section "Adjusted Net Asset Value" for a description of the Corporation's fair value adjustments to controlled and consolidated investments.

[4] The interest in the fund is based on invested capital as of June 30, 2023. Excludes direct investments in energy assets, which have a net asset value of \$326 million.

[5] Fund commitments of up to \$256 million, of which \$212 million is currently callable.



**Power Sustainable China**

Power Sustainable China invests in mainland China's public equity markets and is focused on providing returns with low levels of volatility. Power Sustainable China selects a high-conviction portfolio based on fundamental research and seeks to invest in well-led, high-quality companies that have a competitive edge versus their peers and are aligned with sustainable, long-term trends, as well as with business models that have significant alignment with the following goals: innovation and technology, decarbonization and quality growth.

Power Sustainable China manages China-based equity investment funds and holds a Private Fund Manager (PFM) licence for domestic Chinese investors. Power Sustainable China also manages the Corporation's capital, which is invested in mainland China's public equity markets through a Qualified Foreign Institutional Investor (QFII) licence as well as through the Hong Kong Stock Connect program. At June 30, 2023, Power Sustainable China had \$806 million of assets under management (\$945 million at December 31, 2022), of which \$248 million of assets under management are on behalf of third-party investors (\$279 million at December 31, 2022). Power Sustainable China continues fundraising activities across all investment vehicles.

Power Sustainable China earns management fees ranging between 0.75% to 1.50% which are charged on the net asset value of funds and investments managed, as well as performance fees earned on an absolute basis or relative to the MSCI China Index of 15% to 20%.

**Power Sustainable Energy Infrastructure**

At June 30, 2023, Power Sustainable Energy Infrastructure (Power Sustainable Energy) had \$2,319 million of assets under management (\$2,340 million at December 31, 2022), including unfunded commitments and direct investments in energy infrastructure, and operated a leading North American-focused renewable energy platform with 1.8 GW of utility-scale and distributed energy assets, including 659 MW of assets under construction, and 222 MW of assets in advanced development projects. Through its wholly owned operating companies, Potentia Renewables and Nautilus Solar, Power Sustainable Energy has a dedicated team of over 100 in-house professionals to oversee the development, construction, financing and operation of renewable energy assets across North America.

- Potentia Renewables: Power Sustainable holds a 100% interest in Potentia, a renewable energy generation company, which is a fully integrated developer, operator and manager of solar and wind energy assets, active in North America.
- Nautilus Solar: Power Sustainable holds a 100% interest in Nautilus, a company headquartered in New Jersey, U.S. that acquires, develops, finances and manages distributed solar projects across community, municipal/utility-scale, commercial and industrial markets.

Power Sustainable Energy actively manages investments through PSEIP and through direct investments. Power Sustainable Energy earns management fees of 0.80% to 1.00% charged on the net asset value of PSEIP as well as a carried interest of 15%. Power Sustainable Energy also earns management fees of 0.85% charged on the net asset value of direct investments.

**POWER SUSTAINABLE ENERGY INFRASTRUCTURE PARTNERSHIP**

At June 30, 2023, PSEIP had \$2.0 billion of assets under management (\$1.9 billion at December 31, 2022), including unfunded commitments, throughout North America. At June 30, 2023, PSEIP had total capital commitments of \$1.6 billion dedicated to the renewable energy sector, including a total commitment of \$450 million from Power Sustainable and \$220 million from Lifeco.

In the first and second quarters of 2023, PSEIP invested \$192 million in multiple solar and wind portfolios. At June 30, 2023, the NAV of PSEIP was \$1,168 million (\$1,035 million at December 31, 2022).

**DIRECT INVESTMENTS IN ENERGY INFRASTRUCTURE**

Power Sustainable Energy had \$326 million of assets under management through direct investments in projects under development and in operation in North America at June 30, 2023 (\$391 million at December 31, 2022). These direct investments have a combined 583 MW of solar and wind energy assets, including 425 MW of assets under construction.

At June 30, 2023, the total assets on a consolidated basis of PSEIP and direct investments were \$3.9 billion (\$3.5 billion at December 31, 2022).

**Power Sustainable Lios**

Power Sustainable Lios is a specialized North American agri-food private equity investment platform supporting the sustainability transformation occurring within our food system. Lios Fund I, its inaugural fund, invests in growth-oriented, mid-market companies across the food value chain in North America to drive positive and sustainable change. At June 30, 2023, Lios Fund I had total capital commitments of up to \$256 million, of which \$212 million is currently callable by the fund and includes a commitment from Lifeco of \$33 million.

**Power Sustainable Infrastructure Credit**

On March 9, 2023, Power Sustainable announced the launch of its Global and European infrastructure credit platforms. These platforms will target global investments in energy, transportation, social, digital and other sustainable infrastructure. The Global platform, based in Miami, will target sub-investment-grade infrastructure investments. The European platform, based in London, will target both investment-grade and sub-investment-grade infrastructure investments across the U.K. and Europe. The platforms will seek to support sustainable assets, portfolios and operating companies with tailored financing solutions. Power Sustainable expects to commence fundraising in the second half of 2023.

**INVESTING ACTIVITIES**

The Corporation holds the following investments in each of the strategies managed by Power Sustainable:

(in millions of Canadian dollars)	June 30, 2023			December 31, 2022		
	Investments to date	Distributions to date	Fair value of the investment	Investments to date	Distributions to date	Fair value of the investment
<b>Power Sustainable China</b> <sup>[1, 2]</sup>	414	369	558	387	340	666
<b>Power Sustainable Energy Infrastructure</b>						
PSEIP <sup>[3]</sup>	298	19	429	269	9	388
Direct investments <sup>[4]</sup>	1,030	501	326	978	500	391

[1] The fair value of the investments at June 30, 2023 includes \$10 million held in cash (\$53 million at December 31, 2022 net of unsettled transactions).

[2] Investments to date includes \$176 million invested in the Power Sustainable China platform since 2005 to fund expenses (\$150 million at December 31, 2022). The increase in 2023 primarily relates to the funding of a performance fee payable and management fees.

[3] Includes the Corporation's share of investments in controlled and consolidated subsidiaries held through PSEIP at fair value. Investments to date include amounts previously held through direct investments which were transferred to PSEIP in 2021 and in the third quarter of 2022.

[4] Includes the direct investments in energy infrastructure at fair value. Investments to date include funding related to the acquisitions of Potentia and Nautilus and related platform expenses prior to the establishment of Power Sustainable Energy Infrastructure.

## OTHER INVESTMENTS AND STANDALONE BUSINESSES

Other investments and standalone businesses includes the Corporation's investments in investment and hedge funds as well as the following equity investments in standalone businesses which are managed to create and realize value over time.

### Standalone Businesses

#### SAGARD

- Peak: Sagard held a 42.6% equity interest and a 50% voting interest in Peak at June 30, 2023. Peak designs, develops and commercializes sports equipment and apparel for ice hockey and lacrosse under iconic brands including Bauer. The Corporation's investment is accounted for using the equity method.

#### POWER SUSTAINABLE

- LMPG: Power Sustainable, through Power Sustainable Energy, held a controlling interest of 49.6% at June 30, 2023 (same as at December 31, 2022) in LMPG, an internationally recognized designer, developer, and manufacturer of a wide range of high-performance and sustainable specification-grade LED solutions for commercial, institutional, and urban environments.

On February 16, 2023, LMPG announced the acquisition of Architectural Lighting Works (ALW), a privately owned, innovative interior and exterior architectural LED lighting solutions provider. ALW produces a diverse selection of linear, architectural decorative, cylinder and acoustic lighting products for commercial, institutional, corporate, and health care environments in North America.

On June 9, 2023, LMPG announced the acquisition of a majority interest in privately held Vode Lighting LLC (Vode), an innovative, LED lighting solution provider focused on interior architectural lighting.

- Lion Electric (NYSE: LEV) (TSX: LEV): Power Sustainable, through Power Sustainable Energy, held a 34.3% equity interest at June 30, 2023 (35.4% at December 31, 2022) in Lion Electric. An innovative manufacturer of zero-emission vehicles, Lion Electric creates, designs and manufactures all-electric Class 5 to Class 8 commercial urban trucks and all-electric buses and minibuses for the school, paratransit and mass transit segments. Lion designs, builds and assembles many of its vehicles' components, including chassis, battery packs, truck cabins and bus bodies.

At June 30, 2023, Power Sustainable also held 9,842,519 warrants. The fair value of the warrants was \$6 million at June 30, 2023 (\$9 million at December 31, 2022).

## Basis of Presentation

### IFRS FINANCIAL MEASURES AND PRESENTATION

The Interim Consolidated Financial Statements of the Corporation have been prepared in accordance with International Accounting Standard 34 – *Interim Financial Reporting* (IAS 34) and are presented in Canadian dollars.

Consolidated financial statements present, as a single economic entity, the assets, liabilities, revenues, expenses and cash flows of the parent company and its subsidiaries. The consolidated financial statements present the financial results of Power Corporation (parent) and its subsidiaries after the elimination of intercompany balances and transactions.

The financial statements of the Corporation include the consolidated results of Power Financial which include the results of Lifeco, IGM, Wealthsimple and the Portage Ventures I, Portage Ventures II and Portage Ventures III funds, which are controlled by Power Financial.

Power Financial's investment in GBL is held through Parjointco. Parjointco is a holding company jointly controlled by Power Financial and the Frère Group, and is accounted for using the equity method.

Under the equity method, the investment is initially recognized at cost and adjusted thereafter for changes in the share of net earnings (loss) and other comprehensive income (loss). The investment is reduced by the amount of dividends received.

The investment platforms manage and operate alternative asset investment funds in which third-party investors, the Corporation and associated companies can participate. The Corporation controls a fund when it is exposed, or has rights, to variable returns from its involvement with the fund and has the ability to affect those returns through its power to direct the relevant activities of the fund.

The following table summarizes the accounting presentation for the Corporation's holdings:

Control	Accounting Method	Earnings and Other Comprehensive Income	Impairment Testing	Impairment Reversal
Controlling interest in the entity	Consolidation	Consolidated with non-controlling interests	Goodwill and indefinite life intangible assets are tested at least annually for impairment	Impairment of goodwill cannot be reversed  Impairment of intangible assets is reversed if there is evidence of recovery of value
Significant influence or joint control	Equity method	Corporation's share of earnings and other comprehensive income	Entire investment is tested for impairment	Reversed if there is evidence the investment has recovered its value
	Fair value through profit or loss (FVPL) <sup>[1]</sup>	Investments are marked to market through earnings and earnings include dividends received	n.a.	n.a.
Investment (in equity)	FVPL	Investments are marked to market through earnings and earnings include dividends received	n.a.	n.a.
	Fair value through other comprehensive income (FVOCI)	The investments are marked to market through other comprehensive income (OCI)  Realized gains or losses on disposal remain permanently in equity and are transferred from OCI to retained earnings  Earnings consist of dividends received	n.a.	n.a.

[1] The Corporation has elected to measure certain of its investments in jointly controlled corporations and associates held by entities that meet the definition of a venture capital organization at fair value through profit or loss.

At June 30, 2023, the Corporation's main holdings were as follows:

Holdings	% economic interest	Nature of investment	Accounting method
<b>Publicly traded operating companies<sup>[1]</sup></b>			
Lifeco <sup>[2]</sup>	68.2	Controlling interest	Consolidation
IGM <sup>[3]</sup>	62.1	Controlling interest	Consolidation
GBL <sup>[4]</sup>	15.5	Joint control	Equity method
<b>Alternative asset investment platforms</b>			
Sagard	100.0	Controlling interest	Consolidation
SHMI <sup>[5]</sup>	78.5	Controlling interest	Consolidation
Wealthsimple <sup>[1, 6]</sup>	13.5	Controlling interest	Consolidation
Portage Ventures I <sup>[1, 7]</sup>	63.0	Controlling interest	Consolidation
Portage Ventures II <sup>[1, 8]</sup>	12.4	Controlling interest	Consolidation
Portage Ventures III <sup>[9]</sup>	2.4	Controlling interest	Consolidation
Portage Capital Solutions <sup>[10]</sup>	39.4	Controlling interest	Consolidation
Sagard Private Equity Canada <sup>[11]</sup>	3.7	Investment	Fair value through profit or loss
Sagard MidCap II	22.4	Investment	Fair value through profit or loss
Sagard MidCap IV <sup>[12]</sup>	18.6	Investment	Fair value through profit or loss
Sagard NewGen	6.1	Investment	Fair value through profit or loss
Sagard Credit Partners I	18.0	Investment	Fair value through profit or loss
Sagard Credit Partners II <sup>[13]</sup>	4.3	Investment	Fair value through profit or loss
Sagard Healthcare Partners	10.3	Investment	Fair value through profit or loss
Power Sustainable	100.0	Controlling interest	Consolidation
Power Sustainable Investment Management Inc.	100.0	Controlling interest	Consolidation
Power Sustainable China (public equities)	< 5.0	Investment	Fair value through other comprehensive income
Power Sustainable Energy Infrastructure Partnership <sup>[14]</sup>	38.9	Controlling interest	Consolidation
Potentia	100.0	Controlling interest	Consolidation
Nautilus	100.0	Controlling interest	Consolidation
<b>Standalone businesses</b>			
Peak	42.6	Joint control	Equity method
LMPG	49.6	Controlling interest	Consolidation
Lion	34.3	Significant influence	Equity method

[1] Investments held by the Corporation through Power Financial.

[2] IGM also holds a 2.4% interest in Lifeco.

[3] Canada Life also holds a 3.9% interest in IGM.

[4] Held through Parjointco, a jointly controlled corporation (50%). Parjointco holds a controlling interest in GBL.

[5] During the first quarter of 2023, management of Sagard made an additional investment in SHMI and acquired an interest of 1.8%. SHMI also has a long-term incentive program pursuant to which certain key members of management have received, or will receive in the future, compensation in the form of equity of SHMI vesting over a 6-year period. At June 30, 2023, management of Sagard held a 13.6% interest in SHMI. Lifeco also holds a 7.9% interest in SHMI.

[6] Portage Ventures I and IGM also hold interests of 10.8% and 29.9%, respectively, in Wealthsimple (see also the section "Wealthsimple").

[7] Lifeco and IGM also hold equal interests of 18.5% in Portage Ventures I.

[8] Power Financial holds a 7.7% interest, Sagard holds a 4.7% interest, and Lifeco and IGM also hold equal interests of 7.7% in Portage Ventures II.

[9] Lifeco and IGM also hold interests of 9.0% and 4.0%, respectively, in Portage Ventures III.

[10] Lifeco also holds a 34.8% interest in Portage Capital Solutions.

[11] Lifeco also holds a 12.3% interest in Sagard Private Equity Canada.

[12] Lifeco also holds a 6.1% interest in Sagard MidCap IV.

[13] Lifeco also holds a 4.2% interest in Sagard Credit Partners II.

[14] Lifeco also holds a 14.9% interest in PSEIP.

At June 30, 2023, Parjointco's main holdings were as follows:

Holdings	% economic interest	Nature of investment	Accounting method
<b>GBL</b>	31.0	Controlling interest	Consolidation
Publicly listed			
Imerys	54.6	Controlling interest	Consolidation
Pernod Ricard	6.7	Investment	Fair value through other comprehensive income
SGS	19.3	Investment	Fair value through other comprehensive income
adidas	7.6	Investment	Fair value through other comprehensive income
Umicore	15.9	Investment	Fair value through other comprehensive income
GEA	6.3	Investment	Fair value through other comprehensive income
Ontex	20.0	Investment	Fair value through other comprehensive income
Other investments	< 5.0	Investment	Fair value through other comprehensive income
Privately held			
Sienna Investment Managers	100.0	Controlling interest	Consolidation
GBL Capital	100.0	Controlling interest	Consolidation
Webhelp	61.5	Controlling interest	Consolidation
Affidea	99.5	Controlling interest	Consolidation
Sanoptis	83.3	Controlling interest	Consolidation
Canyon	48.0	Controlling interest	Consolidation
Parques Reunidos	23.0	Significant influence	Equity method
Voodoo	16.2	Investment	Fair value through other comprehensive income

The following table summarizes the classification of the investments held by the controlled and consolidated funds managed by the investment platforms:

Investment Fund	Classification of Investments held by the fund	Measurement
Portage Ventures I <sup>[1]</sup>	Fair value through profit or loss	Fair value
Portage Ventures II	Fair value through profit or loss	Fair value
Portage Ventures III	Fair value through profit or loss	Fair value
Portage Capital Solutions	Fair value through profit or loss	Fair value

[1] Excludes investment in Wealthsimple which is controlled and consolidated by the Corporation.

This basis of presentation should be read in conjunction with the Basis of presentation and summary of material accounting policies (Note 2), Adoption of IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments* (Note 3) and Investments (Note 5) of the Interim Consolidated Financial Statements, and the following notes to the Corporation's 2022 Consolidated Financial Statements:

- Investments in jointly controlled corporations and associates (Note 7);
- Goodwill and intangible assets (Note 10); and
- Non-controlling interests (Note 20).

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## Results of Power Corporation

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This section presents:

- The “Consolidated Statements of Earnings in accordance with IFRS”; and
- A discussion of the contributions to Power Corporation of its operating subsidiaries (Lifeco and IGM) and GBL, which are held through Power Financial, the contribution of the Corporation’s alternative asset investment platforms and the Corporation’s other investments and standalone businesses to the net earnings and adjusted net earnings of Power Corporation.

Adjusted net earnings is a non-IFRS financial measure. Refer to the section “Non-IFRS Financial Measures” for a description and reconciliation of IFRS and non-IFRS financial measures.

### PRESENTATION OF THE HOLDING COMPANY

The Corporation’s reportable segments include Lifeco, 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 Lifeco, 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” present the segmented balance sheets and cash flow statements of the holding company, which are presented in Note 23 of the Interim Consolidated Financial Statements, and reconciliations of these statements are provided throughout this MD&A.

**CONSOLIDATED STATEMENTS OF EARNINGS IN ACCORDANCE WITH IFRS**

Power Corporation's consolidated statements of earnings for the six months and three months ended June 30, 2023 are presented below. The Corporation's reportable segments include Lifeco, IGM and GBL, as well as the holding company. These tables reflect the contributions to the net earnings attributable to Power Corporation's participating shareholders from its reportable segments and Sagard and Power Sustainable, the Corporation's alternative asset investment platforms, which include controlled and consolidated investment funds and investments, and the Corporation's other investments and standalone businesses.

**Consolidated net earnings – Six months ended**

	Lifeco	IGM	GBL	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation <sup>[2]</sup>	Power Corporation Consolidated net earnings	
							June 30, 2023	June 30, 2022 (restated)
<b>Insurance service result</b>								
Insurance revenue	10,118	-	-	-	-	-	10,118	9,542
Insurance service expenses	(7,958)	-	-	-	-	-	(7,958)	(7,282)
Net expense from reinsurance contracts	(757)	-	-	-	-	-	(757)	(781)
Total insurance service result	1,403	-	-	-	-	-	1,403	1,479
<b>Net investment result</b>								
Net investment income (loss) <sup>[3]</sup>	5,051	194	-	26	178	(165)	5,284	(21,583)
Net finance income (expenses) from insurance and reinsurance contracts and changes in investment contract liabilities	(4,448)	-	-	-	-	-	(4,448)	23,208
Total net investment result	603	194	-	26	178	(165)	836	1,625
Fee income and other revenues	2,866	1,714	-	-	468	(51)	4,997	4,593
Operating and administrative expenses	(3,332)	(1,336)	-	(97)	(734)	37	(5,462)	(4,647)
Financing charges	(219)	(61)	-	(27)	(66)	(4)	(377)	(289)
Earnings before investments in jointly controlled corporations and associates, and income taxes	1,321	511	-	(98)	(154)	(183)	1,397	2,761
Share of earnings (losses) of investments in jointly controlled corporations and associates	15	111	109	99	21	(74)	281	77
Earnings before income taxes	1,336	622	109	1	(133)	(257)	1,678	2,838
Income taxes	86	101	-	41	(8)	(12)	208	455
Net earnings – continuing operations	1,250	521	109	(40)	(125)	(245)	1,470	2,383
Net loss – discontinued operations	(90)	-	-	-	-	-	(90)	(7)
<b>Net earnings</b>	<b>1,160</b>	<b>521</b>	<b>109</b>	<b>(40)</b>	<b>(125)</b>	<b>(245)</b>	<b>1,380</b>	<b>2,376</b>
<b>Attributable to</b>								
Non-controlling interests	438	321	-	69	(43)	(245)	540	887
Non-participating shareholders	-	-	-	26	-	-	26	26
Participating shareholders of Power Corporation <sup>[2]</sup>	722	200	109	(135)	(82)	-	814	1,463
	1,160	521	109	(40)	(125)	(245)	1,380	2,376

[1] "Alternative Asset Investment Platforms and Other" is comprised of the Corporation's alternative asset investment platforms, which include consolidated investment funds, as well as the investment activities held through Power Financial including Portage Ventures I, Portage Ventures II and Wealthsimple, and the Corporation's other investments and standalone businesses.

[2] The results presented for Lifeco and IGM are as reported by each. The Effect of consolidation includes the elimination of intercompany transactions, the application of the Corporation's accounting method for investments under common control, and reflects adjustments in accordance with IAS 39 for IGM for comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023. The contribution from Lifeco, IGM, GBL and Alternative Asset Investment Platforms and Other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation, and represents the contribution to the holding company.

[3] Includes net investment income and change in fair value through profit or loss included in the net investment result on the consolidated statements of earnings.



## Consolidated net earnings – Three months ended

	Lifeco	IGM	GBL	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation <sup>[2]</sup>	Power Corporation Consolidated net earnings		
							June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Insurance service result</b>									
Insurance revenue	5,081	-	-	-	-	-	5,081	5,037	4,762
Insurance service expenses	(3,963)	-	-	-	-	-	(3,963)	(3,995)	(3,545)
Net expense from reinsurance contracts	(415)	-	-	-	-	-	(415)	(342)	(419)
Total insurance service result	703	-	-	-	-	-	703	700	798
<b>Net investment result</b>									
Net investment income (loss) <sup>[3]</sup>	(619)	3	-	5	140	(1)	(472)	5,756	(11,702)
Net finance income (expenses) from insurance and reinsurance contracts and changes in investment contract liabilities	911	-	-	-	-	-	911	(5,359)	12,244
Total net investment result	292	3	-	5	140	(1)	439	397	542
Fee income and other revenues	1,466	868	-	-	259	(29)	2,564	2,433	2,350
Operating and administrative expenses	(1,687)	(721)	-	(46)	(393)	18	(2,829)	(2,633)	(2,425)
Financing charges	(104)	(33)	-	(13)	(36)	-	(186)	(191)	(148)
Earnings before investments in jointly controlled corporations and associates, and income taxes	670	117	-	(54)	(30)	(12)	691	706	1,117
Share of earnings (losses) of investments in jointly controlled corporations and associates	12	58	90	97	34	(43)	248	33	45
Earnings before income taxes	682	175	90	43	4	(55)	939	739	1,162
Income taxes	56	37	-	1	(3)	(3)	88	120	190
Net earnings – continuing operations	626	138	90	42	7	(52)	851	619	972
Net loss – discontinued operations	(71)	-	-	-	-	-	(71)	(19)	(7)
<b>Net earnings</b>	<b>555</b>	<b>138</b>	<b>90</b>	<b>42</b>	<b>7</b>	<b>(52)</b>	<b>780</b>	<b>600</b>	<b>965</b>
<b>Attributable to</b>									
Non-controlling interests	228	59	-	35	(4)	(52)	266	274	351
Non-participating shareholders	-	-	-	13	-	-	13	13	13
Participating shareholders of Power Corporation <sup>[2]</sup>	327	79	90	(6)	11	-	501	313	601
	555	138	90	42	7	(52)	780	600	965

[1] "Alternative Asset Investment Platforms and Other" is comprised of the Corporation's alternative asset investment platforms, which include consolidated investment funds, as well as the investment activities held through Power Financial including Portage Ventures I, Portage Ventures II and Wealthsimple, and the Corporation's other investments and standalone businesses.

[2] The results presented for Lifeco and IGM are as reported by each. The Effect of consolidation includes the elimination of intercompany transactions, the application of the Corporation's accounting method for investments under common control, and reflects adjustments in accordance with IAS 39 for IGM for comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023. The contribution from Lifeco, IGM, GBL and Alternative Asset Investment Platforms and Other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation, and represents the contribution to the holding company.

[3] Includes net investment income and change in fair value through profit or loss included in the net investment result on the consolidated statements of earnings.

As a holding company, the Corporation evaluates the performance of each segment based on its contribution to net and adjusted net earnings attributable to participating shareholders. A discussion of the results of Lifeco, IGM and GBL is provided in the section "Contribution to net earnings and adjusted net earnings" below.

**CONTRIBUTION TO NET EARNINGS AND ADJUSTED NET EARNINGS**

This section details the contribution to the net earnings and adjusted net earnings attributable to Power Corporation's participating shareholders from Lifeco, IGM, GBL and Sagard and Power Sustainable, the Corporation's alternative asset investment platforms, which include the contribution from controlled and consolidated investments, and the Corporation's other investments and standalone businesses. The corporate operations from Power Corporation and Power Financial are presented on a combined basis.

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Adjusted net earnings<sup>[1]</sup></b>					
Lifeco <sup>[2,3]</sup>	1,189	1,075	628	561	601
IGM <sup>[2]</sup>	256	264	128	128	129
GBL <sup>[2]</sup>	109	(73)	90	19	(44)
Effect of consolidation <sup>[4]</sup>	(18)	62	(4)	(14)	29
	1,536	1,328	842	694	715
Sagard and Power Sustainable <sup>[5]</sup>	(85)	(137)	3	(88)	(56)
ChinaAMC <sup>[6]</sup>	2	28	-	2	15
Other investments and standalone businesses	126	48	110	16	49
Corporate operating and other expenses	(111)	(85)	(60)	(51)	(29)
Dividends on non-participating and perpetual preferred shares	(95)	(93)	(48)	(47)	(47)
	<b>1,373</b>	<b>1,089</b>	<b>847</b>	<b>526</b>	<b>647</b>
<b>Adjustments<sup>[7]</sup></b>					
Lifeco <sup>[2,3]</sup>	(445)	361	(288)	(157)	(53)
IGM <sup>[2]</sup>	67	-	(42)	109	-
Effect of consolidation	(127)	23	(16)	(111)	7
	(505)	384	(346)	(159)	(46)
ChinaAMC <sup>[6]</sup>	(54)	-	-	(54)	-
Sagard and Power Sustainable	-	(10)	-	-	-
	<b>(559)</b>	<b>374</b>	<b>(346)</b>	<b>(213)</b>	<b>(46)</b>
<b>Net earnings<sup>[8]</sup></b>					
Lifeco <sup>[2]</sup>	744	1,436	340	404	548
IGM <sup>[2]</sup>	323	264	86	237	129
GBL <sup>[2]</sup>	109	(73)	90	19	(44)
Effect of consolidation	(145)	85	(20)	(125)	36
	1,031	1,712	496	535	669
Sagard and Power Sustainable <sup>[5]</sup>	(85)	(147)	3	(88)	(56)
ChinaAMC <sup>[6]</sup>	(52)	28	-	(52)	15
Other investments and standalone businesses	126	48	110	16	49
Corporate operating and other expenses	(111)	(85)	(60)	(51)	(29)
Dividends on non-participating and perpetual preferred shares	(95)	(93)	(48)	(47)	(47)
	<b>814</b>	<b>1,463</b>	<b>501</b>	<b>313</b>	<b>601</b>
<b>Earnings per share – basic<sup>[8]</sup></b>					
Adjusted net earnings	2.06	1.62	1.27	0.79	0.97
Adjustments	(0.84)	0.55	(0.52)	(0.32)	(0.08)
Net earnings	<b>1.22</b>	<b>2.17</b>	<b>0.75</b>	<b>0.47</b>	<b>0.89</b>

[1] Adjusted net earnings is a non-IFRS financial measure. Refer to the section "Non-IFRS Financial Measures". For a reconciliation of Lifeco, IGM, and Sagard and Power Sustainable's non-IFRS adjusted net earnings to their net earnings, refer to the sections "Lifeco", "IGM Financial", and "Sagard and Power Sustainable" below which detail the contribution to net earnings and adjusted net earnings of each.

[2] As reported by Lifeco, IGM and GBL.

[3] Comparative results have been restated to exclude net earnings (loss) from discontinued operations related to Putnam from adjusted net earnings.

[4] See table below for details on Effect of consolidation.

[5] Consists of earnings (losses) of the Corporation's investment platforms including investments held through Power Financial.

[6] On January 12, 2023, the Corporation and IGM completed a transaction in which the interest in ChinaAMC was combined under IGM. The Corporation sold its 13.9% interest in ChinaAMC to IGM and no longer holds a direct interest in ChinaAMC. Refer to the section "Adjustments" below.

[7] See the section "Adjustments" below, including details on Effect of consolidation.

[8] Attributable to participating shareholders.

Effect of consolidation reflects:

- The elimination of intercompany transactions;
- The application of the Corporation's accounting method for investments under common control to the reported net earnings of the publicly traded operating companies, which include:
  - i) An adjustment related to Lifeco's investment in PSEIP; and
  - ii) An allocation of the results of the fintech portfolio, including Wealthsimple, Portage Ventures I, Portage Ventures II and Portage Ventures III, to the contributions from Lifeco and IGM based on their respective interest; and
- Adjustments in accordance with IAS 39 for IGM and GBL for comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023.

The following table summarizes the effect of consolidation on adjusted net earnings by nature for Lifeco, IGM and GBL:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Lifeco</b>					
Application of the Corporation's accounting method on investments under common control and other	(20)	(10)	(11)	(9)	-
<b>IGM</b>					
Application of the Corporation's accounting method on investments under common control	(5)	8	(1)	(4)	7
Adjustments in accordance with IAS 39 and other <sup>[1]</sup>	7	4	8	(1)	5
	2	12	7	(5)	12
<b>GBL</b>					
Adjustments in accordance with IAS 39 and other <sup>[1]</sup>	-	60	-	-	17
	(18)	62	(4)	(14)	29
<b>Per share</b>	(0.03)	0.10	(0.01)	(0.02)	0.06

[1] Adjustments for IAS 39 are included in the comparative periods, prior to the adoption of IFRS 9 by the Corporation on January 1, 2023.

	Year-to-date 2023 vs. 2022	Q2 2023 vs. Q2 2022 and Q1 2023
<b>Net earnings</b>	\$814 million or \$1.22 per share, compared with \$1,463 million or \$2.17 per share in the corresponding period in 2022, a decrease of 43.8% on a per share basis.	\$501 million or \$0.75 per share, compared with \$601 million or \$0.89 per share in the corresponding period in 2022, a decrease of 15.7% on a per share basis, and \$313 million or \$0.47 per share in the first quarter of 2023.
<b>Adjusted net earnings</b>	\$1,373 million or \$2.06 per share, compared with \$1,089 million or \$1.62 per share in the corresponding period in 2022, an increase of 27.2% on a per share basis.	\$847 million or \$1.27 per share, compared with \$647 million or \$0.97 per share in the corresponding period in 2022, an increase of 30.9% on a per share basis, and \$526 million or \$0.79 per share in the first quarter of 2023.
<b>Contribution to net earnings and adjusted net earnings from Lifeco, IGM and GBL</b>	Contribution to net earnings of \$1,031 million, compared with \$1,712 million in the corresponding period in 2022, a decrease of 39.8%.  Contribution to adjusted net earnings of \$1,536 million, compared with \$1,328 million in the corresponding period in 2022, an increase of 15.7%.	Contribution to net earnings of \$496 million, compared with \$669 million in the corresponding period in 2022, a decrease of 25.9%, and \$535 million in the first quarter of 2023.  Contribution to adjusted net earnings of \$842 million, compared with \$715 million in the corresponding period in 2022, an increase of 17.8%, and \$694 million in the first quarter of 2023.

A discussion of the results of the Corporation is provided in the sections "Lifeco", "IGM Financial", "GBL", "Sagard and Power Sustainable", "Other investments and standalone businesses", "Corporate operations", and "Adjustments" below.

## LIFECO

## Contribution to Power Corporation

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
Contribution to Power Corporation's <sup>[1]</sup> :					
Adjusted net earnings					
As reported by Lifeco	1,189	1,075	628	561	601
Effect of consolidation <sup>[2]</sup>	(20)	(10)	(11)	(9)	-
	1,169	1,065	617	552	601
Adjustments					
As reported by Lifeco	(445)	361	(288)	(157)	(53)
Effect of consolidation <sup>[3]</sup>	(2)	1	(2)	-	-
	(447)	362	(290)	(157)	(53)
<b>Net earnings</b>	<b>722</b>	<b>1,427</b>	<b>327</b>	<b>395</b>	<b>548</b>

[1] Power Financial's average direct ownership in Lifeco was 68.2% for the quarter ended June 30, 2023 (66.6% in the corresponding period in 2022).

[2] The Effect of consolidation includes the elimination of intercompany transactions and the application of the Corporation's accounting method for investments under common control including an adjustment for Lifeco's investment in PSEIP and an allocation of the results of the fintech portfolio.

[3] Refer to the section "Adjustments" below for details of Effect of consolidation.

## Adjusted and net earnings per share as reported by Lifeco

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
Adjusted net earnings per share <sup>[1, 2, 3]</sup>	1.87	1.73	0.99	0.89	0.97
Adjustments <sup>[3, 4]</sup>	(0.70)	0.59	(0.46)	(0.25)	(0.09)
<b>Net earnings per share<sup>[1]</sup></b>	<b>1.17</b>	<b>2.32</b>	<b>0.53</b>	<b>0.64</b>	<b>0.88</b>

[1] Attributable to Lifeco common shareholders.

[2] Defined as "base earnings per common share" by Lifeco, a non-IFRS ratio; refer to Part B of this MD&A. Effective January 1, 2023, with the adoption of IFRS 17, Lifeco refined the definition of base earnings for an improved representation of Lifeco's underlying business performance, as well as for consistency and comparability with financial services industry peers. The comparative periods have been adjusted to reflect this change.

[3] Comparative results have been restated to exclude net earnings (loss) from discontinued operations related to Putnam from adjusted net earnings.

[4] See the section "Adjustments" below.

## Contribution to adjusted and net earnings by segments as reported by Lifeco

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Adjusted net earnings</b> <sup>[1, 2, 3]</sup>					
Canada	561	564	283	278	340
United States <sup>[3]</sup>	483	308	265	218	164
Europe	358	386	180	178	210
Capital and Risk Solutions	360	361	203	157	190
Lifeco Corporate	(16)	(4)	(11)	(5)	(1)
	1,746	1,615	920	826	903
<b>Adjustments</b> <sup>[4, 5]</sup>					
Market experience relative to expectations <sup>[6]</sup>	(247)	765	(79)	(168)	79
Realized OCI gains (losses) from asset rebalancing	(121)	-	(121)	-	-
Assumption changes and management actions <sup>[6]</sup>	3	(33)	(4)	7	(15)
Acquisition and divestiture costs	(158)	(64)	(158)	-	(57)
Restructuring and integration costs	(39)	(56)	(20)	(19)	(44)
Amortization of acquisition-related finite life intangibles	(68)	(63)	(36)	(32)	(36)
Discontinued operations – Putnam <sup>[3]</sup>	(23)	(7)	(4)	(19)	(7)
	(653)	542	(422)	(231)	(80)
<b>Net earnings</b> <sup>[1]</sup>					
Canada	381	805	148	233	362
United States	241	135	90	151	23
Europe	142	794	102	40	250
Capital and Risk Solutions	353	413	169	184	179
Lifeco Corporate	(24)	10	(11)	(13)	9
<b>Net earnings</b> <sup>[1]</sup>	1,093	2,157	498	595	823

[1] Attributable to Lifeco common shareholders.

[2] Defined as "base earnings" by Lifeco, a non-IFRS financial measure; refer to Part B of this MD&A for additional details including a definition and reconciliation by segment. Effective January 1, 2023, with the adoption of IFRS 17, Lifeco refined the definition of base earnings for an improved representation of Lifeco's underlying business performance, as well as for consistency and comparability with financial services industry peers. The comparative periods have been adjusted to reflect this change.

[3] Comparative results have been restated to exclude net earnings (loss) from discontinued operations related to Putnam from adjusted net earnings.

[4] Described as "items excluded from base earnings" by Lifeco; refer to Part B of this MD&A.

[5] See the section "Adjustments" below.

[6] Refer to Part B of this MD&A for more details, including a definition of these Adjustments.

	Year-to-date 2023 vs. 2022	Q2 2023 vs. Q2 2022 and Q1 2023
<b>Net earnings</b>	\$1,093 million or \$1.17 per share, compared with \$2,157 million or \$2.32 per share in the corresponding period in 2022, a decrease of 49.6% on a per share basis.	\$498 million or \$0.53 per share, compared with \$823 million or \$0.88 per share in the corresponding period in 2022, a decrease of 39.8% on a per share basis, and \$595 million or \$0.64 per share in the first quarter of 2023.
<b>Adjusted net earnings</b>	\$1,746 million or \$1.87 per share, compared with \$1,615 million or \$1.73 per share in the corresponding period in 2022, an increase of 8.1% on a per share basis.	\$920 million or \$0.99 per share, compared with \$903 million or \$0.97 per share in the corresponding period in 2022, an increase of 2.1% on a per share basis, and \$826 million or \$0.89 per share in the first quarter of 2023.

**CANADA**

Net earnings in the six-month period ended June 30, 2023 decreased by \$424 million to \$381 million, compared with the corresponding period in 2022. Adjusted net earnings in the six-month period ended June 30, 2023 were \$561 million, a decrease of \$3 million compared with the corresponding period in 2022, primarily due to strong group health morbidity results in 2022 that did not repeat, partially offset by pricing and other management action taken, aided by higher interest rates and higher earnings on surplus in 2023.

Adjusted net earnings in the six-month period ended June 30, 2023 excluded Adjustments of negative \$180 million, compared with Adjustments of positive \$241 million in the corresponding period in 2022. Market experience relative to expectations was negative \$172 million, compared with positive \$261 million for the corresponding period in 2022.

Net earnings in the three-month period ended June 30, 2023 decreased by \$214 million to \$148 million, compared with the corresponding quarter in 2022. Adjusted net earnings in the three-month period ended June 30, 2023 were \$283 million, a decrease of \$57 million compared with the corresponding quarter in 2022, primarily due to the same reasons discussed in the six-month period above.

Adjusted net earnings in the three-month period ended June 30, 2023 excluded Adjustments of negative \$135 million, compared with Adjustments of positive \$22 million in the corresponding quarter in 2022. Market experience relative to expectations was negative \$129 million in the second quarter of 2023 due to an increase in short-term interest rates, and a decrease in long-term interest rates, including narrowing of credit spreads, and equity and real estate market movements. Market experience relative to expectations was positive \$35 million in the corresponding quarter in 2022, due to overall rising interest rates (both in the short and long term), which was offset by decreases in equity and real estate markets.

**UNITED STATES**

Net earnings in the six-month period ended June 30, 2023 increased by US\$76 million (C\$106 million) to US\$181 million (C\$241 million), compared with the corresponding period in 2022. Adjusted net earnings were US\$361 million (C\$483 million) in the six-month period ended June 30, 2023, an increase of US\$122 million (C\$175 million), compared with the corresponding period in 2022, primarily due to:

- An increase of US\$56 million related to the Prudential acquisition;
- Higher contributions from investment experience;
- Increased fees driven by higher average equity markets and transaction volumes in Empower; and
- Lower expenses due to synergies achieved on recent acquisitions.

Adjusted net earnings in the six-month period ended June 30, 2023 excluded Adjustments of negative US\$180 million (C\$242 million), compared with negative US\$134 million (C\$173 million) in the corresponding period in 2022. Acquisition and divestiture costs were US\$90 million in the six-month period ended June 30, 2023, compared with US\$42 million in the corresponding period in 2022. Acquisition and divestiture costs in the six-month period ended June 30, 2023 were primarily related to the agreement to sell Putnam and an additional provision related to Empower's sale of substantially all of its individual life and annuity business in 2019. Restructuring and integration costs were US\$29 million in the six-month period ended June 30, 2023, compared with US\$43 million in the corresponding period in 2022. The decrease in restructuring and integration costs in 2023 was primarily due to lower integration costs related to the Prudential and MassMutual acquisitions, partially offset by higher integration costs related to the Prudential acquisition in the first quarter of 2023.

Net earnings in the three-month period ended June 30, 2023 increased by US\$48 million (C\$67 million) to US\$67 million (C\$90 million), compared with the corresponding quarter in 2022. Adjusted net earnings were US\$198 million (C\$265 million) in the three-month period ended June 30, 2023, an increase of US\$70 million (C\$101 million), compared with the corresponding quarter in 2022, primarily due to:

- Higher contributions from investment experience;
- Increased fees driven by higher average equity markets and transaction volumes in Empower; and
- Lower expenses due to synergies achieved on recent acquisitions.

Adjusted net earnings in the three-month period ended June 30, 2023 excluded Adjustments of negative US\$131 million (C\$175 million), compared with negative US\$109 million (C\$141 million) in the corresponding quarter in 2022. Acquisition and divestiture costs were US\$90 million in the second quarter of 2023, compared with US\$41 million in the corresponding quarter in 2022. Acquisition and divestiture costs in the second quarter of 2023 were related to the agreement to sell Putnam and an additional provision related to Empower's sale of substantially all of its individual life and annuity business in 2019. Restructuring and integration costs were US\$15 million in the second quarter of 2023, compared with US\$34 million in the corresponding quarter in 2022, primarily due to lower integration costs related to the Prudential and MassMutual acquisitions.

**EUROPE**

Net earnings in the six-month period ended June 30, 2023 decreased by \$652 million to \$142 million, compared with the corresponding period in 2022. Adjusted net earnings in the six-month period ended June 30, 2023 were \$358 million, a decrease of \$28 million compared with the corresponding period in 2022, primarily due to:

- Less favourable health and disability claims experience in Workplace Solutions.
- Partially offset by favourable expected investment earnings in Insurance & Annuities and impact of currency movement.

Adjusted net earnings in the six-month period ended June 30, 2023 excluded Adjustments of negative \$216 million, compared with Adjustments of positive \$408 million in the corresponding period in 2022. The decrease in Adjustments was primarily due to realized other comprehensive income losses related to asset rebalancing to shorter duration assets in the surplus account to capitalize on higher short-term interest rates, negative returns relative to expectations on non-fixed income assets, partially offset by the impact of increasing risk-free rates. The corresponding period in 2022 included positive contributions from higher-than-expected non-fixed income asset returns and rising interest rates.

Net earnings in the three-month period ended June 30, 2023 decreased by \$148 million to \$102 million, compared with the corresponding quarter in 2022. Adjusted net earnings in the three-month period ended June 30, 2023 were \$180 million, a decrease of \$30 million compared with the corresponding quarter in 2022, primarily due to the same reasons discussed in the six-month period above.

Adjusted net earnings in the three-month period ended June 30, 2023 excluded Adjustments of negative \$78 million, compared with Adjustments of positive \$40 million in the corresponding quarter in 2022. The decrease in Adjustments was primarily due to realized other comprehensive income losses as explained in the six-month period above. Market experience relative to expectations was positive due to increasing risk-free interest rates in-quarter, partially offset by reductions in commercial property market values. The second quarter of 2023 also included a loss from the sale of Canada Life U.K.'s onshore individual protection business of \$29 million. The second quarter of 2022 included positive contributions from higher-than-expected non-fixed income asset returns and higher credit spreads.

**CAPITAL AND RISK SOLUTIONS**

Net earnings in the six-month period ended June 30, 2023 decreased by \$60 million to \$353 million, compared with the corresponding period in 2022. Adjusted net earnings in the six-month period ended June 30, 2023 were \$360 million, comparable with the corresponding period in 2022, as business growth and the impact of higher interest rates were mostly offset by unfavourable experience in the U.S. life business.

Adjusted net earnings in the six-month period ended June 30, 2023 excluded Adjustments of negative \$7 million, compared with positive \$52 million in the corresponding period in 2022, primarily driven by interest rate movements relative to expectations in the respective periods.

Net earnings in the three-month period ended June 30, 2023 decreased by \$10 million to \$169 million, compared with the corresponding quarter in 2022. Adjusted net earnings in the three-month period ended June 30, 2023 were \$203 million, an increase of \$13 million compared with the corresponding quarter in 2022, primarily due to:

- Favourable structured reinsurance business earnings and the impact of higher interest rates.
- Partially offset by unfavourable experience in the U.S. life business.

Adjusted net earnings in the three-month period ended June 30, 2023 excluded Adjustments of negative \$34 million, compared with negative \$11 million in the corresponding quarter in 2022, driven by the same reasons discussed in the six-month period above.

**ADJUSTMENTS**

Adjustments are items excluded from net earnings in the determination of adjusted net earnings by Lifeco's management. Refer to the further discussion above in each of Lifeco's operating segments.

In the first and second quarters of 2023, Adjustments with a negative earnings impact of \$653 million after tax consist of:

- In the second quarter of 2023, Adjustments were a net negative earnings impact of \$422 million, which consisted of market experience relative to expectations of negative \$79 million after tax (\$92 million pre-tax), realized losses from the sale of surplus assets measured at FVOCI from asset rebalancing of \$121 million after tax (\$158 million pre-tax), a negative earnings impact from assumption changes and management actions of \$4 million after tax (\$5 million pre-tax), acquisition and divestiture costs primarily related to acquisitions of \$158 million (\$208 million pre-tax) in the United States and Europe segments, restructuring and integration costs of \$20 million after tax (\$28 million pre-tax) in the United States segment, amortization of acquisition-related finite life intangibles of \$36 million after tax (\$49 million pre-tax), and a negative earnings impact from discontinued operations – Putnam of \$4 million.
- In the first quarter of 2023, Adjustments were a net negative earnings impact of \$231 million, which consisted of market experience relative to expectations of negative \$168 million after tax (\$209 million pre-tax), restructuring and integration costs of \$19 million after tax (\$26 million pre-tax) in the United States segment, amortization of acquisition-related finite life intangibles of \$32 million after tax (\$43 million pre-tax), and a negative earnings impact from discontinued operations – Putnam of \$19 million, partially offset by a positive earnings impact from assumption changes and management actions of \$7 million after tax (\$9 million pre-tax).

In the first and second quarters of 2022, Adjustments with a positive earnings impact of \$542 million after tax consisted of:

- In the second quarter of 2022, Adjustments were a net negative earnings impact of \$80 million, which consisted of negative earnings impact from assumption changes and management actions of \$15 million after tax (\$17 million pre-tax), restructuring and integration costs of \$44 million after tax (\$60 million pre-tax), acquisition and divestiture costs of \$57 million after tax (\$71 million pre-tax), amortization of acquisition-related finite life intangibles of \$36 million after tax (\$49 million pre-tax), as well as a negative earnings impact from discontinued operations – Asset Management of \$7 million, partially offset by market experience relative to expectations of positive \$79 million after tax (\$152 million pre-tax).
- In the first quarter of 2022, Adjustments were a net positive earnings impact of \$622 million, which consisted of market experience relative to expectations of positive \$686 million after tax (\$864 million pre-tax), partially offset by negative earnings impact from assumption changes and management actions of \$18 million after tax (\$19 million pre-tax), restructuring and integration costs of \$12 million after tax (\$17 million pre-tax) in the United States segment, acquisition and divestiture costs of \$7 million after tax (\$8 million pre-tax) related to the acquisition of the full-service retirement business of Prudential, as well as acquisitions in the Europe segment, and amortization of acquisition-related finite life intangibles of \$27 million after tax (\$35 million pre-tax).

The information above has been derived from Lifeco's interim and most recent Annual MD&A; see Part B of this MD&A for additional information on Lifeco's interim results. Lifeco's interim and most recent Annual MD&A are available under its profile on SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)).



## IGM FINANCIAL

## Contribution to Power Corporation

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
Contribution to Power Corporation's <sup>[1]</sup> :					
Adjusted net earnings					
As reported by IGM	256	264	128	128	129
Effect of consolidation <sup>[2]</sup>	2	12	7	(5)	12
	258	276	135	123	141
Adjustments					
As reported by IGM	67	-	(42)	109	-
Effect of consolidation <sup>[3]</sup>	(125)	22	(14)	(111)	7
	(58)	22	(56)	(2)	7
<b>Net earnings</b>	<b>200</b>	<b>298</b>	<b>79</b>	<b>121</b>	<b>148</b>

[1] Power Financial's average direct ownership in IGM was 62.1% for the quarter ended June 30, 2023 (61.9% in the corresponding period in 2022).

[2] The Effect of consolidation includes the elimination of intercompany transactions, the application of the Corporation's accounting method for investments under common control including an allocation of the results of the fintech portfolio and reflected adjustments in accordance with IAS 39 for comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023. The Effect of consolidation in the comparative periods has been restated for the application of IFRS 17.

[3] Refer to the section "Adjustments" below for details of Effect of consolidation.

## Adjusted and net earnings per share as reported by IGM

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Adjusted net earnings per share <sup>[1, 2]</sup>	1.73	1.78	0.86	0.87	0.87
Adjustments <sup>[3, 4]</sup>	0.45	-	(0.28)	0.73	-
<b>Net earnings per share<sup>[1]</sup></b>	<b>2.18</b>	<b>1.78</b>	<b>0.58</b>	<b>1.60</b>	<b>0.87</b>

[1] Available to IGM common shareholders.

[2] Adjusted net earnings per share is a non-IFRS ratio; refer to Part C of this MD&A.

[3] See the section "Adjustments" below.

[4] Described as "Other items" by IGM; refer to Part C of this MD&A.

## Contribution to adjusted net earnings by segments and net earnings as reported by IGM

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Wealth Management <sup>[1]</sup>	224	230	117	107	109
Asset Management <sup>[1]</sup>	98	103	50	48	51
Strategic Investments and Other <sup>[1]</sup>	92	93	41	51	47
Intersegment Eliminations	(2)	-	(2)	-	-
Adjusted net earnings <sup>[2, 3]</sup>	412	426	206	206	207
Adjustments <sup>[3, 4]</sup>	107	-	(68)	175	-
<b>Net earnings<sup>[2]</sup></b>	<b>519</b>	<b>426</b>	<b>138</b>	<b>381</b>	<b>207</b>

[1] Debt and interest expense is allocated to each segment based on IGM's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced.

[2] Available to IGM common shareholders.

[3] Adjusted net earnings is a non-IFRS financial measure; refer to Part C of this MD&A for additional details including a definition and reconciliation. IGM does not allocate Adjustments to segments.

[4] Described as "Other items" by IGM; refer to Part C of this MD&A.

## Year-to-date 2023 vs. 2022

## Q2 2023 vs. Q2 2022 and Q1 2023

**Net earnings**

\$519 million or \$2.18 per share, compared with \$426 million or \$1.78 per share in the corresponding period in 2022, an increase of 22.5% on a per share basis.

\$138 million or \$0.58 per share, compared with \$207 million or \$0.87 per share in the corresponding period in 2022, a decrease of 33.3% on a per share basis, and \$381 million or \$1.60 per share in the first quarter of 2023.

Net earnings in 2023 include IGM's gain of \$169 million recognized on the sale of a portion of its interest in Lifeco to the Corporation. The Corporation has eliminated this gain on consolidation.

**Adjusted net earnings**

\$412 million or \$1.73 per share, compared with \$426 million or \$1.78 per share in the corresponding period in 2022, a decrease of 2.8% on a per share basis.

\$206 million or \$0.86 per share, compared with \$207 million or \$0.87 per share in the corresponding period in 2022, a decrease of 1.1% on a per share basis, and \$206 million or \$0.87 per share in the first quarter of 2023.

On January 1, 2018, IGM adopted IFRS 9, *Financial Instruments*. Power Corporation deferred the adoption of IFRS 9 to January 1, 2023. The contribution to Power Corporation for comparative periods presented prior to the Corporation's adoption on January 1, 2023 includes adjustments to reverse the impact of the application of IFRS 9 by IGM.

Adjusted net earnings exclude Adjustments of a net positive earnings impact of \$107 million in the six-month period ended June 30, 2023, including a positive earnings impact of \$175 million in the first quarter and a negative earnings impact of \$68 million in the second quarter. There were no Adjustments in the corresponding periods in 2022. These Adjustments are not allocated to segments. The following is a summary of each segment's net and adjusted net earnings:

**WEALTH MANAGEMENT**

Net earnings decreased by \$6 million to \$224 million in the six-month period ended June 30, 2023, compared with the corresponding period in 2022. Net earnings of Wealth Management includes \$7 million of net earnings of IPC, which IGM has presented as discontinued operations. The decrease in net earnings is mainly related to a decrease in net earnings of IG Wealth Management of \$6 million, primarily due to:

- A decrease in other financial planning revenues of \$9 million to \$62 million, primarily due to lower earnings from mortgage banking operations and lower revenues from the distribution of insurance products;
- A decrease in income from product and program fees of \$5 million to \$441 million, primarily due to the decrease in average assets under management of 0.8%. The average product and program fee rate for the six-month period was 85.8 basis points of average assets under management, compared with 86.1 basis points in 2022, reflecting price reductions in certain funds and changes in product mix;
- A decrease in income from redemption fees of \$2 million to \$1 million;
- An increase in advisory and business development expenses of \$9 million to \$456 million in the six-month period which includes compensation paid to advisors, the majority of which varies directly with assets or sales levels. Asset-based compensation increased by \$9 million to \$291 million, primarily due to increases in assets under advisement, deferred selling commission units maturing and other compensation changes. Sales-based compensation payments are based upon the level of new assets contributed to client accounts and are capitalized and amortized as they reflect incremental costs to obtain a client contract. Sales-based compensation increased by \$8 million to \$44 million. The increase in asset-based and sales-based compensation was partially offset by a decrease in Other advisory and business development expenses of \$8 million to \$121 million in the six-month period, primarily due to decreases in other advisor program expenses and distribution of insurance products;
- An increase in operations and support expenses of \$2 million to \$213 million, which includes costs that support wealth management and other general and administrative functions such as product management, technology and operations, as well as other functional business units and corporate expenses; and
- An increase in interest expense of \$2 million to \$46 million, which includes allocated interest expense on long-term debt and interest expense on leases. Long-term debt interest expense is calculated based on an allocation of IGM's long-term debt to IG Wealth Management. The allocation of debt increased during the second quarter of 2023, as a result of the issuance of long-term debt by IGM.

Partially offset by:

- An increase in income from advisory fees of \$9 million to \$586 million, primarily due to the increase in average assets under advisement of 1.7%. The average advisory fee rate for the six-month period was 102.5 basis points of average assets under advisement, unchanged from 2022;
- An increase in net investment income and other of \$9 million to \$7 million. Net investment income and other consists of unrealized gains or losses on investments in proprietary funds in the six-month period, and investment income earned on cash and cash equivalents and securities and other income not related to IG Wealth Management's core business. It also includes a charge from the Strategic Investments and Other segment for the use of unallocated capital; and
- A decrease in income taxes of \$3 million to \$78 million.

Net earnings increased by \$8 million to \$117 million in the three-month period ended June 30, 2023, compared with the corresponding quarter in 2022. Net earnings of Wealth Management includes \$4 million of net earnings of IPC, which IGM has presented as discontinued operations. The increase in net earnings is mainly related to an increase in net earnings of IG Wealth Management of \$7 million, primarily due to:

- An increase in income from advisory fees of \$11 million to \$296 million, primarily due to the increase in average assets under advisement of 4.8%, partially offset by a decrease in the advisory fee rate. The average advisory fee rate for the three-month period was 102.2 basis points of average assets under advisement, compared with 103.1 basis points in 2022;
- An increase in other financial planning revenues of \$5 million to \$36 million, primarily due to higher earnings from mortgage banking operations and higher revenues from the distribution of insurance products;
- An increase in income from product and program fees of \$4 million to \$222 million, primarily due to the increase in average assets under management of 2.4%. The average product and program fee rate for the three-month period was 85.8 basis points of average assets under management, compared with 86.1 basis points in 2022, reflecting price reductions in certain funds and changes in product mix; and
- An increase in net investment income and other of \$5 million to \$4 million.

Partially offset by:

- An increase in advisory and business development expenses of \$11 million to \$233 million in the three-month period. Asset-based compensation increased by \$8 million to \$146 million, primarily due to the same reasons explained in the six-month period above. Sales-based compensation increased by \$4 million to \$22 million. The increase in asset-based and sales-based compensation was partially offset by a decrease in Other advisory and business development expenses of \$1 million to \$64 million, primarily due to the same reasons explained in the six-month period above;
- An increase in operations and support expenses of \$2 million to \$105 million; and
- An increase in interest expense of \$2 million to \$40 million, due to the same reason explained in the six-month period above.

## ASSET MANAGEMENT

The Asset Management segment includes the fees received from IGM's mutual funds, Wealth Management segment and third parties for investment management services.

Net earnings decreased by \$5 million to \$98 million in the six-month period ended June 30, 2023, compared with the corresponding period in 2022, primarily due to:

- A decrease in net asset management fees, which is asset management fees offset by dealer compensation expenses, of \$13 million to \$369 million, mainly due to a decrease in net asset management fees – third party of \$13 million, due to a 4.9% decrease in average assets under management, offset by an increase in the net asset management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the six months ended June 30, 2023, compared with 53.6 basis points in 2022. The increase in rate was mainly driven by lower selling commissions. Management fees – Wealth Management were \$57 million, comparable with 2022. The decrease in average assets under management of 2.1% was offset by an increase in the management fee rate. Mackenzie's management fee rate was 15.0 basis points for the six months ended June 30, 2023, compared with 14.7 basis points in 2022; and
- An increase in expenses of \$2 million to \$228 million, primarily due to an increase in advisory and business development expenses of \$2 million to \$44 million in the six-month period. Advisory and business development expenses primarily include wholesale distribution activities which vary directly with assets or sales levels. Operations and support expenses of \$182 million were comparable with 2022 and includes costs associated with business operations, including technology and business processes, in-house investment management and product shelf management, corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses.

- Partially offset by an increase in net investment income and other of \$9 million to \$6 million. Net investment income and other primarily includes investment returns related to Mackenzie's investments in proprietary funds, which are generally made in the process of launching a fund and are sold as third-party investors subscribe.

Net earnings decreased by \$1 million to \$50 million in the three-month period ended June 30, 2023, compared with the corresponding quarter in 2022, primarily due to:

- A decrease in net asset management fees, which is asset management fees offset by dealer compensation expenses, of \$2 million to \$185 million, mainly due to a decrease in net asset management fees – third party of \$2 million, due to a 1.8% decrease in average assets under management, partially offset by an increase in the net asset management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the three months ended June 30, 2023, compared with 54.0 basis points in 2022. The increase in rate was mainly driven by lower selling commissions. Management fees – Wealth Management were \$28 million, comparable with 2022. The decrease in average assets under management of 0.4% was offset by an increase in the management fee rate. Mackenzie's management fee rate was 14.9 basis points for the three months ended June 30, 2023, compared with 14.6 basis points in 2022.
- Offset by an increase in net investment income and other of \$2 million to \$1 million.

#### ASSETS UNDER MANAGEMENT AND ADVISEMENT

Assets under advisement (AUA) are a key performance indicator for the Wealth Management segment.

Assets under management (AUM) are the key driver of the Asset Management segment and a secondary driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. Refer to the section "Other Measures" for a definition of AUM and AUA.

Total assets under management and advisement were as follows:

(In billions of dollars)	June 30, 2023	March 31, 2023	June 30, 2022	March 31, 2022
<b>Wealth Management</b>				
IG Wealth Management assets under management	104.8	104.1	96.6	107.2
IG Wealth Management other assets under advisement	12.0	11.8	8.9	9.1
Investment Planning Counsel assets under advisement <sup>[1]</sup>	31.0	30.9	28.7	31.7
<b>Assets under advisement</b>	<b>147.8</b>	<b>146.8</b>	<b>134.2</b>	<b>148.0</b>
<b>Asset Management</b>				
Third-party assets under management	116.6	117.0	111.9	124.7
Sub-advisory to Wealth Management	76.7	76.8	72.8	80.8
<b>Assets under management</b>	<b>193.3</b>	<b>193.8</b>	<b>184.7</b>	<b>205.5</b>
<b>Consolidated<sup>[2]</sup></b>				
Assets under management	221.4	221.1	208.5	231.9
<b>Assets under management and advisement<sup>[3]</sup></b>	<b>261.1</b>	<b>260.4</b>	<b>242.1</b>	<b>268.3</b>

[1] Reported as discontinued operations by IGM.

[2] Represents the consolidated assets under management and advisement of IGM. In the Wealth Management segment, assets under management is a component part of assets under advisement. All instances where the Asset Management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in IGM's reporting such that there is no double counting of the same client savings held at IGM's operating companies.

[3] Includes adjustment representing the elimination of double counting where business is reflected within multiple segments.

Total average assets under management and advisement were as follows:

(In billions of dollars)	2023		2022			
	Q2	Q1	Q4	Q3	Q2	Q1
<b>Wealth Management</b>						
IG Wealth Management assets under advisement	116.1	114.7	109.6	108.5	110.7	116.3
IG Wealth Management assets under management	104.2	103.3	99.2	99.1	101.8	107.4
Investment Planning Counsel assets under advisement <sup>[1]</sup>	30.9	30.5	29.5	29.3	30.3	32.0
<b>Asset Management</b>						
Third-party assets under management	116.3	115.7	112.6	113.4	118.5	125.7
Total assets under management	193.1	192.0	186.3	187.3	195.5	205.5
<b>Consolidated <sup>[2]</sup></b>						
Assets under management	220.5	219.0	211.9	212.6	220.3	233.1
Assets under management and advisement <sup>[3]</sup>	259.9	257.6	247.8	247.2	255.3	269.5

[1] Reported as discontinued operations by IGM.

[2] Represents the consolidated assets under management and advisement of IGM. All instances where the Asset Management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in IGM's reporting such that there is no double counting of the same client savings held at IGM's operating companies.

[3] Includes adjustment representing the elimination of double counting where business is reflected within multiple segments.

## ADJUSTMENTS

Adjustments are items excluded from net earnings in the determination of adjusted net earnings by IGM's management.

In the first quarter of 2023, adjusted net earnings excluded a positive impact of \$175 million after tax (\$179 million pre-tax) related to IGM's sale of a portion of its investment in Lifeco to the Corporation. The Corporation has not included the amount of the gain on the sale of Lifeco in its Adjustments as this gain was eliminated on consolidation.

In the second quarter of 2023, adjusted net earnings excludes a negative impact of \$68 million after tax (\$95 million pre-tax), comprised of:

- Restructuring and other charges of \$76 million after tax (\$103 million pre-tax), related to further streamlining and simplifying IGM's operating model to better align with its business priorities. The initiatives include: i) organizational structure changes including aligning IGM's organizational structure to advance the growing needs of its business and deliver against its key strategic initiatives. It also includes optimizing IGM's resources and talent structure to advance the growing needs of the business, enable partnerships across its business and operate more efficiently and effectively; ii) digital transformation to retire duplicate systems and to automate and modernize its technology infrastructure to enhance efficiencies and its ability to service client needs; and iii) real estate consolidation of IG Wealth's footprint to reflect the adoption of hybrid work and new technologies.
- A decrease of \$6 million after tax (\$6 million pre-tax) recorded on a prospective basis related to the gain recognized by IGM in the first quarter on the sale of a portion of its investment in Lifeco to the Corporation. The Corporation has not included the amount of the gain on the sale of Lifeco in its Adjustments as this gain was eliminated on consolidation.
- An adjustment related to Lifeco's IFRS 17 impact of \$15 million after tax (\$15 million pre-tax), representing a change in estimate which IGM recorded on a prospective basis. This adjustment has been eliminated by the Corporation on consolidation in the effect of consolidation.

There were no Adjustments reported by IGM in the first and second quarters of 2022.

The information above has been derived from IGM's interim and most recent Annual MD&A; see Part C of this MD&A for additional information on IGM's interim results. IGM's interim and most recent Annual MD&A are available under its profile on SEDAR+ ([www.sedarplus.ca](http://www.sedarplus.ca)).

## GBL

## Contribution to Power Corporation

(in millions of Canadian dollars)	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Contribution to Power Corporation's net earnings <sup>[1]</sup> :					
As reported by GBL	109	(73)	90	19	(44)
Effect of consolidation <sup>[2]</sup>	-	60	-	-	17
<b>Net earnings (loss)</b>	<b>109</b>	<b>(13)</b>	<b>90</b>	<b>19</b>	<b>(27)</b>

[1] Power Financial's average indirect ownership in GBL was 15.3% for the quarter ended June 30, 2023 (14.8% in the corresponding period in 2022).

[2] The Corporation adopted IFRS 9 on January 1, 2023. The contribution to the Corporation prior to January 1, 2023 includes an adjustment to account for GBL under IAS 39 as described below.

## Contribution to net earnings (loss) as reported by GBL

(In millions of euros)	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Share of earnings (loss) of associates and consolidated operating companies of:					
Imerys	80	105	24	56	65
Webhelp	9	7	(1)	10	(6)
Sanoptis	(1)	-	(8)	7	-
Canyon	(1)	9	(2)	1	1
Affidea	(15)	-	(12)	(3)	-
Parques Reunidos/Piolin II	(32)	(14)	(5)	(27)	3
GBL Capital and Sienna Investment Managers	8	(15)	9	(1)	(25)
	48	92	5	43	38
Net dividends from investments:					
SGS	118	110	-	118	-
Pernod Ricard	35	31	35	-	31
Holcim	34	28	34	-	28
Umicore	22	22	22	-	22
GEA	10	10	10	-	10
adidas	8	39	8	-	39
MOWI	1	12	-	1	7
Other	-	1	-	-	1
	228	253	109	119	138
Other financial income (expenses)					
Derivatives associated with exchangeable and convertible bonds	35	136	47	(12)	64
Change in value of liability to Webhelp's minority shareholders	144	(143)	188	(44)	(9)
Other financial income (expenses)	142	(399)	94	48	(263)
	321	(406)	329	(8)	(208)
Other operating income (expenses)					
Change in value in liability for Webhelp's employee incentive plan	(76)	(85)	(38)	(38)	(22)
Other operating income (expenses)	(54)	(49)	(25)	(29)	(26)
	(130)	(134)	(63)	(67)	(48)
Gains (losses) from disposals, impairments and reversals of non-current assets	2	(115)	3	(1)	(110)
Interest income (expenses)	(19)	(16)	(10)	(9)	(9)
Taxes	-	(4)	-	-	(5)
<b>Net earnings (loss)<sup>[1, 2]</sup></b>	<b>450</b>	<b>(330)</b>	<b>373</b>	<b>77</b>	<b>(204)</b>

[1] Described as "IFRS consolidated net result" in GBL's publicly disclosed information.

[2] Attributable to GBL shareholders.

Year-to-date 2023 vs. 2022	Q2 2023 vs. Q2 2022 and Q1 2023
<b>Net earnings (loss)</b>	
Net earnings of €450 million, compared with a net loss of €330 million in the corresponding period in 2022.	Net earnings of €373 million, compared with a net loss of €204 million in the corresponding period in 2022, and net earnings of €77 million in the first quarter of 2023.

### IAS 39 adjustments to the contribution of GBL

On January 1, 2018, GBL adopted IFRS 9, *Financial Instruments*. Power Corporation deferred the adoption of IFRS 9 to January 1, 2023, and applied IFRS 9 on a prospective basis. The Corporation has classified the investments held by GBL consistent with GBL's IFRS 9 classification. GBL has classified its investments in public entities and Voodoo as fair value through other comprehensive income (FVOCI), an elective classification for equity instruments in which all fair value changes remain permanently in equity.

The investments in alternative funds and direct co-investments in private equity are classified as fair value through profit or loss (FVPL). The transition requirements of IFRS 9 require that all unrealized gains and losses on investments previously classified as available for sale remain permanently in equity. Subsequent changes in fair value are recorded in earnings.

The following table presents adjustments to the contribution of GBL to Power Corporation's earnings in accordance with IAS 39 for the comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023:

(in millions of Canadian dollars)	Six months ended	Three months ended	
	June 30, 2022	June 30, 2022	March 31, 2022
Partial disposal of interest in MOWI <sup>[1]</sup>	22	22	-
Impairment charges on listed investments <sup>[2]</sup>	(3)	(2)	(1)
Impairment charges on investments in alternative funds and direct co-investments in private equity <sup>[3]</sup>	(84)	(84)	-
Disposal of alternative funds and other <sup>[4]</sup>	33	22	11
Reversal of unrealized (gains) losses on alternative funds and other <sup>[5]</sup>	92	59	33
<b>Total</b>	<b>60</b>	<b>17</b>	<b>43</b>

[1] During the second quarter of 2022, a portion of the investment in MOWI was disposed of, resulting in a gain. The gain was not reflected in GBL's earnings as the investment is classified as FVOCI. Power Corporation's share was \$22 million.

[2] Under IFRS 9, GBL classifies the majority of its investments in public entities as FVOCI, and as a result impairment charges are not recognized in earnings. The investment in Ontex has been previously impaired, resulting in an adjusted cost of €6.99 per share. During the first quarter of 2022, the share price decreased to €6.63, resulting in an impairment charge. The Corporation's share was \$1 million. During the second quarter of 2022, the Corporation's share of an impairment charge on other investments was \$2 million.

[3] GBL classifies investments in alternative funds and direct co-investments in private equity at FVPL in accordance with IFRS 9, and recognizes unrealized changes in fair value in earnings. Power Corporation classified these investments as available for sale in accordance with IAS 39. During the second quarter of 2022, the value of certain private equity investments, primarily in GBL's digital portfolio, was reduced below their cost resulting in impairment charges. The Corporation's share of the impairment charges was \$84 million.

[4] During the first and second quarters of 2022, investments held through alternative funds and other investments, classified as FVPL in accordance with IFRS 9, were disposed of, resulting in realized gains. Power Corporation's share of the realized gains in accordance with IAS 39 was \$11 million in the first quarter and \$22 million in the second quarter of 2022.

[5] GBL classifies investments in alternative funds as FVPL in accordance with IFRS 9, and recognized unrealized changes in fair value in earnings. Power Corporation did not recognize these unrealized fair value changes in earnings as it classified these investments as available for sale in accordance with IAS 39.

GBL's earnings includes dividends from its non-consolidated publicly listed investments, which are usually declared as follows:

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"> <li>▪ SGS (first quarter)</li> <li>▪ adidas (second quarter)</li> <li>▪ Umicore (second and third quarters)</li> </ul> |  | <ul style="list-style-type: none"> <li>▪ Pernod Ricard (second and fourth quarters)</li> <li>▪ GEA (second quarter)</li> </ul> |
|---|--|--|

## RESULTS

For the six-month period ended June 30, 2023, net earnings were €450 million, compared with a net loss of €330 million in the corresponding period in 2022. The increase in net earnings was mainly due to:

- An increase in other financial income of €727 million to income of €321 million in the six-month period ended June 30, 2023, compared with financial expenses of €406 million in the corresponding period in 2022. Other financial expenses include:
  - A gain of €35 million on marking to market derivatives associated with exchangeable bonds of GEA and Pernod Ricard and convertible and exchangeable bonds issued by GBL, compared with a gain of €136 million in the corresponding period in 2022;
  - A positive impact of €144 million related to the decrease in the liability to Webhelp's minority shareholders, including the effect of discounting, compared with a negative impact of €143 million related to the increase in the liability to Webhelp's minority shareholders in the corresponding period in 2022; and
  - A net increase in the fair value of GBL Capital's investments in alternative funds and direct co-investments in private equity not consolidated or accounted for using the equity method of €102 million in the six-month period ended June 30, 2023, compared with a net decrease in fair value of €425 million in the corresponding period in 2022.
- An increase in the contribution from gains (losses) from disposals, impairments and reversals of non-current assets of €117 million to a contribution to GBL of €2 million, compared with a net loss of €115 million in the corresponding period in 2022. In the six-month period ended June 30, 2022, GBL recognized an impairment on an investment held by GBL Capital of €101 million;
- An increase in the contribution from investments consolidated or accounted for using the equity method by GBL Capital and Sienna Investment Managers of €23 million to a positive contribution to GBL's earnings of €8 million, compared with a negative contribution of €15 million for the six-month period of 2022;
- A decrease in other operating expenses of €4 million to €130 million. The increase in liabilities recorded for Webhelp's employee incentive plan was €76 million in the six-month period, including the effect of discounting and vesting, compared with an increase in liabilities of €85 million in the corresponding period in 2022; and
- An increase in GBL's share in the net result of Webhelp of €2 million to a positive contribution to GBL of €9 million, compared with a contribution of €7 million for the six-month period of 2022.

Partially offset by:

- A decrease in dividends of €25 million to €228 million, mainly due to a decrease in the dividend received from adidas and MOWI, partially offset by an increase in dividends received from SGS and Holcim. The decrease in the dividend received from MOWI was due to a decrease in GBL's interest;
- A decrease in the contribution from Imerys to GBL's earnings of €25 million to a positive contribution to GBL's earnings of €80 million, compared with a contribution of €105 million for the six-month period of 2022;
- A decrease in the contribution from Piolin II S.à.r.l. to GBL's earnings of €18 million to a negative contribution to GBL of €32 million, compared with a negative contribution of €14 million for the six-month period of 2022;
- A negative contribution from Affidea to GBL's earnings of €15 million, acquired during the third quarter of 2022; and
- A decrease of €10 million in the contribution from Canyon to GBL's earnings to a contribution to GBL of negative €1 million, compared with a positive contribution of €9 million for the six-month period of 2022.



For the three-month period ended June 30, 2023, net earnings were €373 million, compared with a net loss of €204 million in the corresponding quarter in 2022. The increase in net earnings was mainly due to:

- An increase in other financial income of €537 million to income of €329 million in the three-month period ended June 30, 2023, compared with financial expenses of €208 million in the corresponding quarter in 2022. Other financial expenses in the second quarter of 2023 include:
  - A gain of €47 million on marking to market derivatives, compared with a gain of €64 million in the corresponding period in 2022;
  - A positive impact of €188 million related to the decrease in the liability to Webhelp's minority shareholders, including the effect of discounting, compared with a negative impact of €9 million related to the increase in the liability to Webhelp's minority shareholders in the corresponding period in 2022; and
  - A net increase in the fair value of GBL Capital's investments in alternative funds and direct co-investments in private equity not consolidated or accounted for using the equity method of €69 million, compared with a net decrease in fair value of €272 million in the corresponding quarter in 2022.
- An increase in the contribution from gains (losses) from disposals, impairments and reversals of non-current assets of €113 million to a contribution to GBL of €3 million, compared with a net loss of €110 million in the corresponding quarter in 2022, mainly due to the same reasons explained in the six-month period;
- An increase in the contribution from investments consolidated or accounted for using the equity method by GBL Capital and Sienna Investment Managers of €34 million to a contribution to GBL's earnings of €9 million, compared with a negative contribution of €25 million for the three-month period of 2022; and
- An increase in GBL's share in the net result of Webhelp of €5 million, to a negative contribution to GBL of €1 million, compared with a negative contribution of €6 million for the three-month period of 2022.

Partially offset by:

- A decrease in the contribution from Imerys to GBL's earnings of €41 million to a contribution to GBL of €24 million, compared with a contribution of €65 million for the corresponding quarter in 2022;
- A decrease in dividends of €29 million to €109 million, mainly due to a decrease in the dividend received from adidas and MOWI;
- A negative contribution from Affidea and Sanoptis to GBL's earnings of €12 million and €8 million, respectively, both acquired during the third quarter of 2022;
- An increase in other operating expenses of €15 million to €63 million. The increase in liabilities recorded for Webhelp's employee incentive plan was €38 million in the quarter, including the effect of discounting and vesting, compared with an increase in liabilities of €22 million in the corresponding quarter in 2022;
- A decrease in the contribution from Piolin II S.à.r.l. to GBL's earnings of €8 million to a negative contribution to GBL of €5 million, compared with a positive contribution of €3 million for the three-month period of 2022; and
- A decrease of €3 million in the contribution from Canyon to GBL's earnings to a negative contribution to GBL of €2 million.

#### AVERAGE EXCHANGE RATES

The average exchange rates for the six-month and three-month periods ended June 30, 2023 and 2022 were as follows:

	Six months ended			Three months ended		
	June 30, 2023	June 30, 2022	Change %	June 30, 2023	June 30, 2022	Change %
Euro/CAD	1.457	1.389	4.9	1.462	1.359	7.6

The information above has been derived from GBL's publicly disclosed financial information, as issued by GBL in its half-year report at June 30, 2023. Further information on GBL's results is available on its website ([www.gbl.be](http://www.gbl.be)).

**SAGARD AND POWER SUSTAINABLE**

Sagard and Power Sustainable comprise the results of the investment platforms, which includes income earned from asset management and investing activities. Asset management activities includes fee-related earnings (a non-IFRS financial measure, refer to the section "Non-IFRS Financial Measures"), which is comprised of management fees less investment platform expenses. Asset management activities also includes carried interest and income from other management activities. Investing activities comprises income earned on the capital invested by the Corporation (proprietary capital) in the investment funds managed by each platform and the share of earnings (losses) of controlled and consolidated subsidiaries held within the investment platforms.

Refer to the section "Alternative Asset Investment Platforms" for details and discussion related to the assets under management and fee-bearing capital of Sagard and Power Sustainable.

Income earned from investing activities (proprietary capital) is volatile in nature as it depends on many factors, including changes in fair value.

**Contribution to Power Corporation**

Summary of Adjusted and net earnings (loss) from Sagard and Power Sustainable:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Contribution to Power Corporation's:					
Adjusted net earnings (loss)					
Asset management activities					
Sagard	(23)	(49)	(13)	(10)	(35)
Power Sustainable	(17)	(15)	(5)	(12)	(3)
Investing activities (proprietary capital)					
Sagard	17	44	18	(1)	30
Power Sustainable	(62)	(117)	3	(65)	(48)
	(85)	(137)	3	(88)	(56)
Adjustments					
Power Sustainable	-	(10)	-	-	-
<b>Net earnings (loss)</b>	<b>(85)</b>	<b>(147)</b>	<b>3</b>	<b>(88)</b>	<b>(56)</b>

## ASSET MANAGEMENT ACTIVITIES

Summary of the composition of net earnings (loss) from asset management activities:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
<b>Sagard</b>					
Management fees <sup>[1]</sup>	90	77	45	45	43
Investment platform expenses	(93)	(73)	(46)	(47)	(37)
Fee-related earnings (loss) <sup>[2]</sup>	(3)	4	(1)	(2)	6
Net carried interest <sup>[3, 4]</sup>	(4)	(53)	(2)	(2)	(42)
Other <sup>[2]</sup>	(16)	(3)	(11)	(5)	(2)
	(23)	(52)	(14)	(9)	(38)
Loss from private wealth platform and other asset management activities <sup>[5]</sup>	(3)	(5)	(1)	(2)	(2)
Non-controlling interests <sup>[6]</sup>	3	8	2	1	5
	(23)	(49)	(13)	(10)	(35)
<b>Power Sustainable</b>					
Management fees <sup>[1]</sup>	13	10	7	6	6
Investment platform expenses	(35)	(30)	(16)	(19)	(16)
Fee-related earnings (loss) <sup>[2]</sup>	(22)	(20)	(9)	(13)	(10)
Net performance fees and carried interest <sup>[3, 7]</sup>	6	4	-	6	4
Other <sup>[2, 8]</sup>	(1)	1	4	(5)	3
	(17)	(15)	(5)	(12)	(3)
<b>Net earnings (loss)</b>	<b>(40)</b>	<b>(64)</b>	<b>(18)</b>	<b>(22)</b>	<b>(38)</b>

[1] Includes management fees charged by the investment platform on proprietary capital and management of standalone businesses. Management fees paid by the Corporation are deducted from income from investing activities. In the first and second quarters of 2023, Sagard recognized a retroactive adjustment for management fees of \$6 million and \$3 million, respectively, related to new capital committed in the fundraising close of Sagard NewGen and Portage Capital Solutions.

[2] Fee-related earnings is a non-IFRS financial measure. Items excluded from fee-related earnings have been included in Other. Refer to the section "Non-IFRS Financial Measures" for a description and reconciliation. The comparative amounts have been restated in accordance with this presentation.

[3] Net carried interest is comprised of carried interest earned, net of employee costs which are recognized over the vesting period. Carried interest is recognized based on changes in fair value of investments held within each consolidated fund, and based on carried interest earned when it is highly probable that a significant reversal will not occur with respect to unconsolidated funds. The Corporation's share of carried interest expense payable by the fund is included in investing activities.

[4] The first and second quarters of 2022 included a reversal of net carried interest of \$13 million and \$42 million, respectively, mainly due to decreases in the fair value of Wealthsimple and investments held in Portage II in the periods.

[5] Includes the Corporation's share of earnings (losses) from Sagard's private wealth investment platform and other asset management activities.

[6] Non-controlling interests include equity interests held in SHMI by Lifeco and management of Sagard.

[7] The first quarter of 2023 included net carried interest of \$6 million as a result of the increase in the net asset value of PSEIP.

[8] Other includes development and asset management activities provided by Potentia and Nautilus on behalf of PSEIP.

## INVESTING ACTIVITIES

Summary of adjusted and net earnings (loss) from investing activities (proprietary capital):

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
<b>Adjusted net earnings (loss)</b>					
Sagard					
Private equity and other strategies	26	39	17	9	26
Venture capital (fintech investments) <sup>[1]</sup>	(9)	5	1	(10)	4
Power Sustainable					
Public equity <sup>[2]</sup>	(1)	(139)	1	(2)	(69)
Energy infrastructure <sup>[3, 4]</sup>	(19)	22	(1)	(18)	23
	(3)	(73)	18	(21)	(16)
Revaluation of non-controlling interests liabilities <sup>[4, 5]</sup>	(42)	-	3	(45)	(2)
	(45)	(73)	21	(66)	(18)
<b>Adjustments</b>					
Impairment charges on direct investments in energy infrastructure	-	(10)	-	-	-
<b>Net earnings (loss)</b>	<b>(45)</b>	<b>(83)</b>	<b>21</b>	<b>(66)</b>	<b>(18)</b>

[1] Includes the Corporation's share of earnings (losses) of Wealthsimple. The first and second quarters of 2022 included a reversal of carried interest payable of \$13 million and \$25 million, respectively, mainly due to a decrease in the fair value of Wealthsimple and investments held in Portage II in the periods. The net decrease in fair value of the Corporation's investments, including its investments held through Power Financial in Portage Ventures I, Portage Ventures II, Portage Ventures III and Wealthsimple, was \$5 million in the six-month period ended June 30, 2023, compared with a net decrease of \$428 million in fair value in the corresponding period in 2022.

[2] On adoption of IFRS 9 on January 1, 2023, the Corporation has classified its investments in Chinese public equities as FVOCI, an elective classification for equity instruments in which all fair value changes remain permanently in equity. Going forward, the contribution from investing activities will consist of dividend income and management and performance fee expenses. In 2022, the Corporation recognized realized losses on the disposal of investments in Power Sustainable China of \$54 million and \$70 million in the first and second quarters, respectively, and \$13 million in impairments recorded in the first quarter due to declines in Chinese equity markets.

[3] Consists of the Corporation's share of earnings (losses) from direct investments in energy infrastructure and in the consolidated activities of PSEIP. The first quarter of 2023 includes the Corporation's share of carried interest expense of \$9 million, which resulted from an increase in fair value of assets held in PSEIP and operating losses mainly related to seasonality. The second quarter of 2022 included a gain on disposal of a portfolio of solar assets of \$17 million, and unrealized gains on derivative contracts hedging energy infrastructure projects of \$12 million in each of the first and second quarters of 2022. As well, the first quarter of 2022 excluded a charge of \$10 million due to impairments on direct investments in energy infrastructure assets, recorded as an Adjustment (see the section "Adjustments" below).

[4] Comparative information has been restated in accordance with the current presentation.

[5] Consists of the Corporation's share of the revaluation of non-controlling interests liabilities which result from changes in fair value of assets held in PSEIP and the share of earnings (losses) from the consolidated activities of PSEIP which are attributable to third-party investors. The Corporation controls and consolidates the activities of PSEIP on a historical cost basis; however, equity interests held by third parties have redemption features and are classified as a financial liability, which are remeasured at their redemption value. The first quarter of 2023 included a charge of \$33 million related to the Corporation's share of the revaluation of non-controlling interests liabilities which mainly resulted from an increase in fair value of assets held in PSEIP.

**Adjustments (excluded from adjusted net earnings)**

## POWER SUSTAINABLE

For the six-month period ended June 30, 2022, Power Sustainable recognized an impairment of \$10 million on projects under construction which are included in direct investments in energy infrastructure within the Power Sustainable platform.

**OTHER INVESTMENTS AND STANDALONE BUSINESSES**

Other investments and standalone businesses includes the Corporation's investments in investment and hedge funds and the share of earnings (losses) of standalone businesses.

Summary of other investments and standalone businesses:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Other investments					
Investment and hedge funds	(5)	8	(5)	-	6
Other <sup>[1]</sup>	128	9	107	21	16
Standalone businesses <sup>[2]</sup>	3	31	8	(5)	27
<b>Net earnings</b>	<b>126</b>	<b>48</b>	<b>110</b>	<b>16</b>	<b>49</b>

[1] Includes foreign exchange gains or losses and interest on cash and cash equivalents.

[2] Includes the Corporation's share of earnings (losses) of Lion, LMPG, and Peak.

For the six-month period ended June 30, 2023, net earnings from other investments and standalone businesses was \$126 million, compared with net earnings of \$48 million in the corresponding period in 2022. Standalone businesses had net earnings of \$3 million, compared with net earnings of \$31 million in the corresponding period in 2022. The decrease in net earnings of standalone businesses of \$28 million was mainly due to a decrease in the contribution from Lion. The second quarter of 2022 included a contribution of \$28 million related to the investment in Lion which included remeasurements attributable to the decline in market value of Lion in the quarter and was comprised of i) share of earnings of \$17 million which included a recovery related to the revaluation of its warrants, ii) a recovery of \$18 million related to the decrease in amounts payable by Power Sustainable to its management for long-term incentive plans, and iii) a loss of \$5 million related to the revaluation of call rights held by Power Sustainable.

For the three-month period ended June 30, 2023, net earnings from other investments and standalone businesses was \$110 million, compared with net earnings of \$49 million in the corresponding quarter in 2022. Standalone businesses had net earnings of \$8 million, compared with net earnings of \$27 million in the corresponding quarter in 2022, as discussed in the six-month period above. In the second quarter of 2023, income earned from other investments includes a recovery of \$97 million from the sale of the Corporation's investment in Bellus Health Inc., a Canada-based late-stage biopharmaceutical company. On June 28, 2023, Bellus completed a transaction in which it was acquired by GSK plc for US\$14.75 per share in cash. Subsequent to quarter-end, the Corporation received proceeds of approximately \$97 million (US\$73 million). The investment in Bellus was accounted for as an associate using the equity method, with a carrying value of nil.

**CORPORATE OPERATIONS (OF THE HOLDING COMPANY)**

Corporate operations include operating expenses, financing charges, depreciation and income taxes.

**Operating and other expenses**

Summary of corporate operating and other expenses of the Corporation and Power Financial shown on a combined basis:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022	June 30, 2023	March 31, 2023	June 30, 2022
Operating expenses <sup>[1]</sup>	79	54	44	35	18
Financing charges <sup>[2]</sup>	27	27	13	14	13
Depreciation	4	3	2	2	2
Income taxes	1	1	1	-	(4)
	<b>111</b>	<b>85</b>	<b>60</b>	<b>51</b>	<b>29</b>

[1] During the second quarter of 2022, the Corporation attached tandem share appreciation rights to certain options, which were reclassified as cash-settled share-based payments. The Corporation has entered into a total return swap agreement to manage exposure to the volatility of a portion of its cash-settled share-based payments and related liability. The first and second quarters of 2023 include a net loss of \$4 million and \$5 million, respectively, arising from the change in fair value of the liability, net of the gain on the remeasurement to fair value of the derivative instrument (net gain of \$17 million in the second quarter of 2022).

[2] Financing charges related to Power Financial were \$9 million in the six-month period ended June 30, 2023, same as in 2022.

**ADJUSTMENTS (EXCLUDED FROM ADJUSTED NET EARNINGS)**

The following table presents the Corporation's share of Adjustments:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Lifeco<sup>[1]</sup></b>					
Market experience relative to expectations	(168)	509	(54)	(114)	52
Realized OCI gains (losses) from asset rebalancing	(83)	-	(83)	-	-
Assumption changes and management actions	2	(22)	(3)	5	(10)
Acquisition and divestiture costs	(108)	(43)	(108)	-	(38)
Restructuring and integration costs	(26)	(37)	(13)	(13)	(29)
Amortization of acquisition-related finite life intangibles	(46)	(41)	(24)	(22)	(23)
Discontinued operations – Putnam	(16)	(5)	(3)	(13)	(5)
	(445)	361	(288)	(157)	(53)
Effect of consolidation <sup>[2]</sup>	(2)	1	(2)	-	-
	(447)	362	(290)	(157)	(53)
<b>IGM<sup>[1]</sup></b>					
Gain on disposal of Lifeco shares	105	-	(4)	109	-
Restructuring charges	(47)	-	(47)	-	-
IFRS 17 adjustment (Lifeco)	9	-	9	-	-
	67	-	(42)	109	-
Effect of consolidation <sup>[2]</sup>	(125)	22	(14)	(111)	7
	(58)	22	(56)	(2)	7
<b>ChinaAMC</b>					
Transaction costs on disposal of ChinaAMC	(14)	-	-	(14)	-
Income taxes on disposal of ChinaAMC	(40)	-	-	(40)	-
	(54)	-	-	(54)	-
<b>Sagard and Power Sustainable</b>					
Impairment charges on direct investments in energy infrastructure	-	(10)	-	-	-
	(559)	374	(346)	(213)	(46)

[1] As reported by Lifeco and IGM.

[2] The Effect of consolidation reflects i) the elimination of intercompany transactions, including the gain recognized by IGM on the sale of a portion of its interest in Lifeco to the Corporation, as well as IGM's share of Lifeco's IFRS 17 adjustment; ii) the application of the Corporation's accounting method for investments under common control to the Adjustments reported by Lifeco and IGM; iii) IGM's share of Lifeco's Adjustments, in accordance with the Corporation's definition of Adjusted net earnings; and iv) adjustments in accordance with IAS 39 for IGM for comparative periods prior to the Corporation's adoption of IFRS 9 on January 1, 2023.

**ChinaAMC**

On January 12, 2023, the Corporation and IGM completed a transaction in which the group's interest in ChinaAMC was combined under IGM. The Corporation sold its 13.9% interest in ChinaAMC to IGM. As the Power group continues to hold a 27.8% interest in ChinaAMC, the Corporation did not record a gain on the disposal of its interest. As a result of the transaction, the Corporation incurred transaction costs of \$14 million and income taxes of \$40 million. The Corporation has recorded these amounts as an Adjustment.

For additional information on each of Lifeco, IGM and Sagard and Power Sustainable, refer to their respective "Adjustments" sections above. Also refer to the section "Non-IFRS Financial Measures" in this MD&A.

## Financial Position

### CONSOLIDATED BALANCE SHEETS (CONDENSED)

The condensed balance sheets of Lifeco, IGM, and the combined holding company balance sheet of Power Corporation and Power Financial, as well as the alternative asset investment platforms and other, are presented below. These tables reconcile the holding company balance sheet with the condensed consolidated balance sheets of the Corporation at June 30, 2023 and December 31, 2022, which are included in Note 23 of the Interim Consolidated Financial Statements.

	June 30, 2023					
	Lifeco	IGM	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation	Power Corporation Consolidated balance sheet
<b>Assets</b>						
Cash and cash equivalents	7,171	451	1,717	441	(381)	9,399
Investments	211,235	5,180	261	1,997	146	218,819
Investments in publicly traded operating companies, investment platforms and other:						
Lifeco and IGM	386	584	18,334	-	(19,304)	-
GBL <sup>[2]</sup>	-	-	3,498	-	-	3,498
Other	351	597	2,432	-	(3,380)	-
Investments in jointly controlled corporations and associates	285	2,968	-	1,036	(389)	3,900
Insurance contract assets	1,090	-	-	-	-	1,090
Reinsurance contract held assets	16,778	-	-	-	-	16,778
Assets held for sale	4,433	-	-	-	-	4,433
Other assets	22,610	5,486	264	6,038	(162)	34,236
Intangible assets <sup>[3]</sup>	4,538	1,363	2	816	(32)	6,687
Goodwill <sup>[3]</sup>	10,510	2,802	-	572	613	14,497
Investments on account of segregated fund policyholders	410,616	-	-	-	-	410,616
<b>Total assets</b>	<b>690,003</b>	<b>19,431</b>	<b>26,508</b>	<b>10,900</b>	<b>(22,889)</b>	<b>723,953</b>
<b>Liabilities</b>						
Insurance contract liabilities	136,774	-	-	-	-	136,774
Investment contract liabilities	89,777	-	-	-	-	89,777
Reinsurance contract held liabilities	625	-	-	-	-	625
Liabilities held for sale	2,424	-	-	-	-	2,424
Obligations to securitization entities	-	4,547	-	-	-	4,547
Power Corporation's debentures and other debt instruments	-	-	647	-	-	647
Non-recourse debentures and other debt instruments <sup>[4]</sup>	9,201	2,950	250	2,489	(88)	14,802
Other liabilities	11,812	5,697	957	5,132	(292)	23,306
Insurance contracts on account of segregated fund policyholders	59,220	-	-	-	-	59,220
Investment contracts on account of segregated fund policyholders	351,396	-	-	-	-	351,396
<b>Total liabilities</b>	<b>661,229</b>	<b>13,194</b>	<b>1,854</b>	<b>7,621</b>	<b>(380)</b>	<b>683,518</b>
<b>Equity</b>						
Limited recourse capital notes	1,500	-	-	-	(1,500)	-
Perpetual preferred shares	2,720	-	2,830	-	(5,550)	-
Non-participating shares	-	-	950	-	-	950
Participating shareholders' equity	21,628	6,179	20,874	2,904	(30,711)	20,874
Non-controlling interests <sup>[5, 6]</sup>	2,926	58	-	375	15,252	18,611
<b>Total equity</b>	<b>28,774</b>	<b>6,237</b>	<b>24,654</b>	<b>3,279</b>	<b>(22,509)</b>	<b>40,435</b>
<b>Total liabilities and equity</b>	<b>690,003</b>	<b>19,431</b>	<b>26,508</b>	<b>10,900</b>	<b>(22,889)</b>	<b>723,953</b>

[1] Includes consolidated investment funds and their controlled investments, Wealthsimple and standalone businesses.

[2] Indirectly held through Parjointco. The holding company balance sheet includes the Corporation's investment in GBL, which is separately presented in Note 23 of the Interim Consolidated Financial Statements.

[3] The assets of Lifeco, IGM, and Alternative Asset Investment Platforms and Other exclude the corporate allocation of goodwill and intangible assets.

[4] The debentures and other debt instruments of controlled and consolidated investments are secured by their assets which are non-recourse to the Corporation.

[5] Lifeco's non-controlling interests include the Participating Account surplus in subsidiaries.

[6] Non-controlling interests in Effect of consolidation represent non-controlling interests in the equity of Lifeco, IGM and controlled and consolidated investments.

December 31, 2022  
(restated)

	Lifeco	IGM	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation	Power Corporation Consolidated balance sheet
<b>Assets</b>						
Cash and cash equivalents	7,290	1,073	1,277	493	(285)	9,848
Investments	215,024	5,199	194	1,976	152	222,545
Investments in publicly traded operating companies, investment platforms and other:						
Lifeco and IGM	375	940	18,186	-	(19,501)	-
GBL <sup>[2]</sup>	-	-	3,314	-	-	3,314
Other	327	596	2,524	-	(3,447)	-
Investments in jointly controlled corporations and associates	207	1,112	783	1,147	(47)	3,202
Insurance contract assets	1,140	-	-	-	-	1,140
Reinsurance contract held assets	17,571	-	-	-	-	17,571
Other assets	25,549	5,652	310	4,664	(209)	35,966
Intangible assets <sup>[3]</sup>	6,230	1,364	2	751	(31)	8,316
Goodwill <sup>[3]</sup>	10,611	2,802	-	591	613	14,617
Investments on account of segregated fund policyholders	387,882	-	-	-	-	387,882
<b>Total assets</b>	<b>672,206</b>	<b>18,738</b>	<b>26,590</b>	<b>9,622</b>	<b>(22,755)</b>	<b>704,401</b>
<b>Liabilities</b>						
Insurance contract liabilities	135,438	-	-	-	-	135,438
Investment contract liabilities	94,810	-	-	-	-	94,810
Reinsurance contract held liabilities	537	-	-	-	-	537
Obligations to securitization entities	-	4,610	-	-	-	4,610
Power Corporation's debentures and other debt instruments	-	-	647	-	-	647
Non-recourse debentures and other debt instruments <sup>[4]</sup>	10,509	2,100	250	1,956	(88)	14,727
Other liabilities	14,235	5,900	987	4,366	(317)	25,171
Insurance contracts on account of segregated fund policyholders	57,841	-	-	-	-	57,841
Investment contracts on account of segregated fund policyholders	330,041	-	-	-	-	330,041
<b>Total liabilities</b>	<b>643,411</b>	<b>12,610</b>	<b>1,884</b>	<b>6,322</b>	<b>(405)</b>	<b>663,822</b>
<b>Equity</b>						
Limited recourse capital notes	1,500	-	-	-	(1,500)	-
Perpetual preferred shares	-	-	2,830	-	(2,830)	-
Non-participating shares	2,720	-	950	-	(2,720)	950
Participating shareholders' equity	21,689	6,061	20,926	2,895	(30,645)	20,926
Non-controlling interests <sup>[5,6]</sup>	2,886	67	-	405	15,345	18,703
<b>Total equity</b>	<b>28,795</b>	<b>6,128</b>	<b>24,706</b>	<b>3,300</b>	<b>(22,350)</b>	<b>40,579</b>
<b>Total liabilities and equity</b>	<b>672,206</b>	<b>18,738</b>	<b>26,590</b>	<b>9,622</b>	<b>(22,755)</b>	<b>704,401</b>

[1] Includes consolidated investment funds and their controlled investments, Wealthsimple and standalone businesses.

[2] Indirectly held through Parjointco. The holding company balance sheet includes the Corporation's investment in GBL, which is separately presented in Note 23 of the Interim Consolidated Financial Statements.

[3] The assets of Lifeco, IGM, and Alternative Asset Investment Platforms and Other exclude the corporate allocation of goodwill and intangible assets.

[4] The debentures and other debt instruments of controlled and consolidated investments are secured by their assets which are non-recourse to the Corporation.

[5] Lifeco's non-controlling interests include the Participating Account surplus in subsidiaries.

[6] Non-controlling interests in Effect of consolidation represent non-controlling interests in the equity of Lifeco, IGM and controlled and consolidated investments.



### Transition to IFRS 9

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

Financial Assets	Classification	
	IAS 39	IFRS 9
<b>Bonds</b>	Designated as FVPL	Designated as FVPL FVOCI
	Classified as FVPL	Classified as FVPL
	Available for sale	Classified as FVPL FVOCI Amortized cost
	Loans and receivables	Designated as FVPL FVOCI Amortized cost
<b>Mortgage and other loans</b>	Designated as FVPL	Classified as FVPL
	Available for sale	Classified as FVPL
	Loans and receivables	Designated as FVPL FVOCI Amortized cost
<b>Shares</b>	Designated as FVPL	Classified as FVPL
	Available for sale	Classified as FVPL FVOCI

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

### Consolidated assets and liabilities

Total assets of the Corporation increased to \$723.9 billion at June 30, 2023, compared with \$704.4 billion at December 31, 2022, primarily due to market movement and new business growth, partially offset by the impact of currency movement.

Liabilities increased to \$683.5 billion at June 30, 2023, compared with \$663.8 billion at December 31, 2022, mainly due to the following, as disclosed by Lifeco:

- Insurance contract liabilities increased by \$1.3 billion, primarily due to market movements, partially offset by normal business movements.
- Investment contract liabilities decreased by \$5.0 billion, primarily due to normal business movements and currency impacts, partially offset by market movements.
- Investment and insurance contracts on account of segregated fund policyholders increased by \$22.7 billion, primarily due to the combined impact of market value gains and investment income of \$26.9 billion, partially offset by the negative impact of currency movement of \$3.1 billion and non-controlling mutual fund interest of \$1.2 billion. Policyholder deposits and withdrawals were comparable for the quarter.

Parts B and C of this MD&A include a discussion of the consolidated balance sheets of Lifeco and IGM, respectively.

**HOLDING COMPANY BALANCE SHEETS**

In the holding company balance sheets shown below, Power Corporation and Power Financial are shown on a combined basis; investments in subsidiaries are presented using the equity method. This presentation assists the reader by identifying changes in the combined holding company balance sheet of Power Corporation and Power Financial, and presents the investment activities, as well as the holding company's assets and liabilities, including cash, debentures and non-participating shares.

	June 30, 2023	December 31, 2022 (restated)
<b>Holding company assets</b>		
Cash and cash equivalents <sup>[1]</sup>	1,717	1,277
Investment in:		
Lifeco	14,870	14,579
IGM	3,464	3,607
GBL <sup>[2]</sup>	3,498	3,314
Alternative asset investment platforms <sup>[3]</sup>	1,749	1,848
ChinaAMC <sup>[4]</sup>	-	783
Other investments and standalone businesses	944	870
Other assets <sup>[5]</sup>	266	312
<b>Total holding company assets</b>	<b>26,508</b>	<b>26,590</b>
<b>Holding company liabilities</b>		
Debentures and other debt instruments <sup>[6]</sup>	897	897
Other liabilities	957	987
<b>Total holding company liabilities</b>	<b>1,854</b>	<b>1,884</b>
<b>Holding company equity</b>		
Perpetual preferred shares <sup>[7]</sup>	2,830	2,830
Non-participating shares	950	950
Participating shareholders' equity	20,874	20,926
<b>Total holding company equity</b>	<b>24,654</b>	<b>24,706</b>
<b>Total holding company liabilities and equity</b>	<b>26,508</b>	<b>26,590</b>

[1] Cash equivalents include \$392 million (\$358 million at December 31, 2022) of fixed income securities with maturities of more than three months. In accordance with IFRS, these are classified as investments in the Interim Consolidated Financial Statements.

[2] Indirectly held through Parjointco.

[3] Includes Power Financial's investments in Portage Ventures I, Portage Ventures II and Wealthsimple, presented using the equity method.

[4] On January 12, 2023, the Corporation and IGM completed a transaction in which the group's interest in ChinaAMC was combined under IGM. Refer to the section "ChinaAMC" in the section "Overview".

[5] Includes \$83 million of dividends declared in the second quarter by IGM (same as at December 31, 2022) and received by Power Financial on July 31, 2023.

[6] Includes Power Financial's debentures of \$250 million at June 30, 2023 (same as at December 31, 2022).

[7] Perpetual preferred shares issued by Power Financial.

**Holding Company – Transition to IFRS 9**

The following table shows the reconciliation of the investments held by the holding company, not accounted for using the equity method or consolidated, from the original measurement category under IAS 39 to the new measurement category under IFRS 9 on January 1, 2023.

Investments in shares	Classification	
	IAS 39	IFRS 9
Alternative asset investment platforms		
Sagard		
Sagard Private Equity Canada	Classified as FVPL	Classified as FVPL
Sagard MidCap II	Available for sale	Classified as FVPL
Sagard MidCap IV	Available for sale	Classified as FVPL
Sagard Credit Partners	Classified as FVPL	Classified as FVPL
Sagard Credit Partners II	Classified as FVPL	Classified as FVPL
Sagard Healthcare Partners	Classified as FVPL	Classified as FVPL
Power Sustainable		
Power Sustainable China (public equities)	Available for sale	FVOCI <sup>[1]</sup>
Other investments	Available for sale	Classified as FVPL

[1] The Corporation has classified its investments in China public equities as FVOCI, an elective classification for equity instruments in which all fair value changes will remain permanently in equity.

**Cash and cash equivalents**

Cash and cash equivalents held by the Corporation and Power Financial amounted to \$1,717 million at June 30, 2023, compared with \$1,277 million at the end of December 2022 (see “Holding Company Statements of Cash Flows” below for details).

The cash and cash equivalents held by Sagard and Power Sustainable including Power Sustainable China amounted to \$97 million at June 30, 2023 (\$194 million at December 31, 2022) and are included in the carrying amount of the investment platforms.

## Investments

## INVESTMENTS IN LIFECO, IGM AND GBL (AT EQUITY)

The tables below present a continuity of the investments in Lifeco, IGM and GBL, which are presented using the equity method for the purposes of the holding company presentation. The carrying value of the investments in Lifeco, IGM and GBL, accounted for using the equity method, increased to \$21,832 million at June 30, 2023, compared with \$21,500 million at December 31, 2022:

	Lifeco	IGM	GBL <sup>[1]</sup>	Total
Carrying value, at January 1, 2022 (as disclosed)	15,496	3,434	4,278	23,208
Change in accounting policy <sup>[2]</sup>	(2,204)	(82)	-	(2,286)
Carrying value, at January 1, 2022 (restated)	13,292	3,352	4,278	20,922
Contribution from adjusted net earnings (loss)	2,159	538	(15)	2,682
Contribution from adjustments	206	16	-	222
Share of other comprehensive income (loss) <sup>[3]</sup>	88	52	(929)	(789)
Dividends	(1,216)	(333)	(84)	(1,633)
Effect of changes in ownership and other	50	(18)	64	96
Carrying value, at December 31, 2022 (restated)	14,579	3,607	3,314	21,500

[1] Indirectly held through Parjointco.

[2] The carrying value of the investments in Lifeco and IGM have been restated to reflect the proportionate share of Lifeco's impact on total equity on January 1, 2022 in connection with the adoption of IFRS 17 and IFRS 9. Upon adoption of IFRS 9, the Corporation elected to present comparative information for certain of Lifeco's financial assets as if the classification and measurement requirements of IFRS 9 had been applied in the comparative period, on an instrument-by-instrument basis, as permitted by the amendment to IFRS 17 published by the IASB in December 2021.

[3] GBL's share of other comprehensive income (loss) includes \$919 million of unrealized losses on available-for-sale investments and \$16 million of unrealized losses on foreign currency translation.

	Lifeco	IGM	GBL <sup>[1]</sup>	Total
Carrying value, at December 31, 2022 (restated)	14,579	3,607	3,314	21,500
Change in accounting policy <sup>[2]</sup>	(20)	(1)	-	(21)
Carrying value, at January 1, 2023 (restated)	14,559	3,606	3,314	21,479
Investment in subsidiaries <sup>[3]</sup>	553	-	-	553
Contribution from adjusted net earnings (loss)	1,169	258	109	1,536
Contribution from adjustments	(447)	(58)	-	(505)
Share of other comprehensive income (loss)	(35)	(64)	149	50
Dividends	(661)	(166)	(92)	(919)
Effect of changes in ownership and other <sup>[4]</sup>	(268)	(112)	18	(362)
Carrying value, at June 30, 2023	14,870	3,464	3,498	21,832

[1] Indirectly held through Parjointco.

[2] The carrying value of the investments in Lifeco and IGM have been restated on January 1, 2023 to reflect the adoption of IFRS 9 primarily related to the impact on Lifeco's transition from an incurred loss model under IAS 39 to an expected credit loss (ECL) model under IFRS 9 for the determination of allowances for credit losses.

[3] On January 12, 2023, the Corporation acquired approximately 15.2 million Lifeco common shares from IGM, for cash consideration of \$553 million. Refer to the section "ChinaAMC" in the section "Overview".

[4] Includes the effect of change in ownership as a result of i) the Corporation's acquisition of an additional 1.6% interest in Lifeco from IGM, and ii) the sale of the Corporation's interest in ChinaAMC to IGM.

**ALTERNATIVE ASSET INVESTMENT PLATFORMS**

The table below presents the components of the alternative asset investment platforms, Sagard and Power Sustainable. The asset management companies, and controlled and consolidated investments held through the investment platforms, are presented using the equity method for the purposes of the holding company presentation.

Alternative asset investment platforms are comprised of the following investments:

Carrying value, as at	June 30, 2023	December 31, 2022
Asset management companies		
Sagard	47	60
Power Sustainable	23	33
Investing activities		
Sagard <sup>[1]</sup>	665	654
Power Sustainable	1,014	1,101
	1,749	1,848

[1] Includes Power Financial's investments in Portage Ventures I, Portage Ventures II and Wealthsimple.

**OTHER INVESTMENTS AND STANDALONE BUSINESSES**

The table below presents the components of other investments and standalone businesses; certain controlled standalone businesses are presented using the equity method for the purposes of the holding company presentation.

Other investments and standalone businesses are comprised of the following:

Carrying value, as at	June 30, 2023	December 31, 2022
Other investments <sup>[1]</sup>	261	192
Standalone businesses	683	678
	944	870

[1] Includes portfolio investments in private investment funds and a select number of hedge funds. These investments are classified as fair value through profit or loss. At June 30, 2023, the Corporation had outstanding commitments to make future capital contributions to these funds for an aggregate amount of \$35 million.

## EQUITY

**Non-participating shares**

Non-participating (preferred) shares of the Corporation consist of five series of First Preferred Shares with an aggregate stated capital of \$950 million at June 30, 2023 (same as at December 31, 2022), all of which are non-cumulative. All series are perpetual preferred shares and are redeemable in whole or in part solely at the Corporation's option from specified dates.

The terms and conditions of the outstanding First Preferred Shares are described in Note 18 of the Corporation's 2022 Consolidated Financial Statements.

**Participating shareholders' equity**

Participating shareholders' equity was \$20,874 million at June 30, 2023, compared with \$20,926 million at December 31, 2022:

	2023	2022 (restated)
Six months ended June 30		
Participating shareholders' equity, at the beginning of the year <sup>[1]</sup>	20,926	23,385
Impact of initial application of IFRS 17 and IFRS 9 overlay	-	(2,253)
Impact of initial application of IFRS 9 on January 1, 2023	(15)	-
Participating shareholders' equity, at the beginning of the year (restated)	20,911	21,132
Changes in participating shares		
Purchase for cancellation of subordinate voting shares under NCIB	(52)	(132)
Issuance of subordinate voting shares (422,348 shares in 2023 and 1,677,278 shares in 2022) under the Corporation's Executive Stock Option Plans	13	52
	(39)	(80)
Changes in retained earnings		
Net earnings before dividends on non-participating shares	840	1,489
Dividends declared	(724)	(691)
Purchase for cancellation of subordinate voting shares under NCIB and other	(71)	(242)
Reclassification of options as cash-settled share-based payments <sup>[2]</sup>	-	(54)
Effects of changes in capital and ownership of subsidiaries, and other	35	21
	80	523
Changes in reserves		
Other comprehensive income (loss)		
Foreign currency translation adjustments	(144)	(272)
Investment revaluation and cash flow hedges	80	(360)
Actuarial gains (losses) on defined benefit plans	(50)	449
Share of Parjointco and other jointly controlled corporations and associates	29	(1,003)
Share-based compensation, including the effect of subsidiaries	7	(36)
	(78)	(1,222)
Participating shareholders' equity, at June 30	20,874	20,353

[1] Opening balance at January 1, 2023 is as restated.

[2] During the six months ended June 30, 2022, the Corporation attached tandem share appreciation rights to 13,621,606 options and reclassified the options as cash-settled share-based payments. See Note 19 to the 2022 Consolidated Financial Statements for additional information.

The book value per participating share (refer to the section "Other Measures") of the Corporation was \$31.43 at June 30, 2023, compared with \$31.37 at the end of 2022.

**IFRS 17 and IFRS 9 transitional impacts on equity**

The Corporation and its subsidiaries adopted IFRS 17 and IFRS 9 on their effective dates of January 1, 2023. The adoption of these standards had an impact on the Corporation's opening equity balances. The January 1, 2022 participating shareholders' equity decreased by approximately \$3.4 billion on the adoption of IFRS 17, primarily due to the establishment of the contractual service margin, partially offset by the removal of provisions no longer required under IFRS 17. The initial application of the IFRS 9 overlay was an increase to the January 1, 2022 participating shareholders' equity of \$1.1 billion.

Refer to the section "Changes in Accounting Policies" as well as Note 2 and Note 3 to the Corporation's Interim Consolidated Financial Statements for addition information.

**Outstanding number of participating shares**

At the date of this MD&A, there were 54,860,866 participating preferred shares of the Corporation outstanding (same as at December 31, 2022), and 604,924,379 subordinate voting shares of the Corporation outstanding, compared with 612,219,731 at December 31, 2022.

At the date of this MD&A, options were outstanding to purchase up to an aggregate of 24,361,717 subordinate voting shares of the Corporation, which includes 10,852,145 subordinate voting shares issuable pursuant to Replacement Options, under the Corporation's Executive Stock Option Plan and the Power Financial Employee Stock Option Plan.

**Normal Course Issuer Bids**

The Corporation's Normal Course Issuer Bid (NCIB) that commenced on February 28, 2022 expired on February 27, 2023. The Corporation did not make repurchases pursuant to this bid in the first quarter of 2023 (8,756,500 Subordinate Voting Shares for a total of \$334 million during the six months ended June 30, 2022 under the NCIB programs).

On March 1, 2023, the Corporation commenced a NCIB which is effective until the earlier of February 29, 2024 and the date on which the Corporation has purchased the maximum permitted number of Subordinate Voting Shares. Pursuant to this bid, the Corporation may purchase up to 30 million of its Subordinate Voting Shares outstanding (representing approximately 5.4% of the public float of Subordinate Voting Shares outstanding at February 22, 2023) at market prices. At June 30, 2023, the Corporation had repurchased 3,460,700 Subordinate Voting Shares for a total of \$123 million.

In connection with its NCIB, the Corporation has entered into an automatic share purchase plan and may provide parameters thereunder from time to time to allow a designated broker to purchase Subordinate Voting Shares under the NCIB at times when the Corporation would ordinarily not be permitted to purchase shares due to regulatory restrictions or self-imposed blackout periods. Outside of these predetermined trading blackout periods, purchases under the Corporation's NCIB will be completed at management's discretion.

**SUBSEQUENT EVENT**

Subsequent to quarter-end, the Corporation purchased, as at August 10, 2023, an additional 4,282,600 Subordinate Voting Shares pursuant to its current NCIB for a total of \$159 million.

**Adjusted Net Asset Value**

Adjusted net asset value is presented for Power Corporation and represents management's estimate of the fair value of the participating shareholders' equity of the Corporation. Adjusted net asset value is calculated as the fair value of the assets of the combined Power Corporation and Power Financial holding company less their net debt and preferred shares. In determining the fair value of assets, investments in subsidiaries, jointly controlled corporations and associates are adjusted to fair value as follows:

- Investments in publicly traded companies are valued at their market value, measured as the closing share price on the reporting date;
- Investments in private entities are valued at fair value based on management's estimate using consistently applied valuation models either based on a valuation multiple or discounted cash flows. Certain valuations are prepared by external valuers or subject to review by external valuers. Market-comparable transactions are generally used to corroborate the estimated fair value. The value of investments in private entities is presented net of any management incentives;
- Investments in investment funds are valued at the fair value reported by the fund which is net of carried interest or other incentives.

The presentation of the participating shareholders' equity at fair value is not in accordance with IFRS; adjusted net asset value is a non-IFRS financial measure. Refer to the section "Non-IFRS Financial Measures" for a description and a reconciliation of IFRS and non-IFRS financial measures.

The Corporation's adjusted net asset value is presented on a look-through basis. The combined holding company balance sheets of Power Corporation and Power Financial include the investments held in public entities through Power Financial (Lifeco, IGM and GBL), and the net debt and preferred shares of Power Financial. The adjusted net asset value per share, a non-IFRS ratio, was \$48.86 at June 30, 2023, compared with \$41.91 at December 31, 2022, representing an increase of 16.6%. The Corporation's book value per participating share (refer to the section "Other Measures") was \$31.43 at June 30, 2023, comparable with December 31, 2022.

	June 30, 2023			December 31, 2022		
	Holding company balance sheet	Fair value adjustment	Adjusted net asset value	Holding company balance sheet (restated)	Fair value adjustment (restated)	Adjusted net asset value
<b>Holding company assets</b>						
Investments						
Power Financial						
Lifeco	14,870	9,576	24,446	14,579	4,835	19,414
IGM	3,464	2,502	5,966	3,607	1,985	5,592
GBL <sup>[1]</sup>	3,498	(1,195)	2,303	3,314	(926)	2,388
Alternative asset investment platforms						
Asset management companies <sup>[2]</sup>						
Sagard	47	-	47	60	-	60
Power Sustainable	23	-	23	33	-	33
Investing activities						
Sagard <sup>[3]</sup>	665	258	923	654	263	917
Power Sustainable	1,014	303	1,317	1,101	344	1,445
ChinaAMC	-	-	-	783	367	1,150
Other investments and standalone businesses						
Other investments <sup>[4]</sup>	261	-	261	192	55	247
Standalone businesses <sup>[5]</sup>	683	130	813	678	151	829
Cash and cash equivalents	1,717	-	1,717	1,277	-	1,277
Other assets	266	-	266	312	-	312
<b>Total holding company assets</b>	<b>26,508</b>	<b>11,574</b>	<b>38,082</b>	<b>26,590</b>	<b>7,074</b>	<b>33,664</b>
<b>Holding company liabilities and non-participating shares</b>						
Debentures and other debt instruments	897	-	897	897	-	897
Other liabilities <sup>[6, 7]</sup>	957	-	957	987	37	1,024
Non-participating shares and perpetual preferred shares	3,780	-	3,780	3,780	-	3,780
<b>Total holding company liabilities and non-participating shares</b>	<b>5,634</b>	<b>-</b>	<b>5,634</b>	<b>5,664</b>	<b>37</b>	<b>5,701</b>
<b>Net value</b>						
Participating shareholders' equity (IFRS) / Adjusted net asset value (non-IFRS)	20,874	11,574	32,448	20,926	7,037	27,963
<b>Per share</b>	<b>31.43</b>		<b>48.86</b>	<b>31.37</b>		<b>41.91</b>

[1] The Corporation's share of GBL's reported net asset value was \$3.9 billion (€2.7 billion) at June 30, 2023 (\$3.8 billion (€2.6 billion) at December 31, 2022).

[2] The management companies of the investment funds are presented at their carrying value and are primarily composed of cash and net carried interest receivable.

[3] Includes the Corporation's investments in Portage Ventures I, Portage Ventures II and Wealthsimple, held by Power Financial.

[4] Includes the proceeds receivable of \$97 million from the sale of the Corporation's 3.9% interest in Bellus.

[5] An additional deferred tax liability of \$8 million has been included in the adjusted net asset value at June 30, 2023 (\$13 million at December 31, 2022) with respect to the investments in standalone businesses at fair 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.

[6] 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, income taxes payable on such disposition would be minimized through careful and prudent tax planning and structuring, as well as with the use of available tax attributes not otherwise recognized on the balance sheet, including tax losses, tax basis, safe income and foreign tax surplus associated with the subsidiary or jointly controlled corporation.

[7] At December 31, 2022, an additional deferred tax liability of \$37 million was included in the adjusted net asset value related to the investment in ChinaAMC at fair value.

Investments measured at market value and cash represent 93.3% of the total assets at fair value at June 30, 2023 (88.7% at December 31, 2022). A 10% change in the market value of publicly traded investments would result in a change in the Corporation's adjusted net asset value of \$3,363 million or \$5.06 per share.



## Cash Flows

### CONSOLIDATED STATEMENTS OF CASH FLOWS (CONDENSED)

The condensed cash flows of Lifeco, IGM and the holding company cash flows of Power Corporation and Power Financial on a combined basis, as well as the Corporation's alternative asset investment platforms, are presented below. These tables reconcile the holding company statement of cash flows to the condensed consolidated statement of cash flows of the Corporation for the six-month periods ended June 30, 2023 and 2022, which are included in Note 23 of the Interim Consolidated Financial Statements. This presentation assists the reader in assessing the cash flows of the holding company.

Six months ended June 30							2023
	Lifeco	IGM	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation	Power Corporation Consolidated	
Cash flows from:							
Operating activities	(407)	378	745	15	(805)	(74)	
Financing activities	(2,260)	486	(886)	820	707	(1,133)	
Investing activities	2,874	(1,486)	581	(884)	5	1,090	
Effect of changes in exchange rates on cash and cash equivalents	(68)	-	-	(3)	(3)	(74)	
Increase (decrease) in cash and cash equivalents	139	(622)	440	(52)	(96)	(191)	
Cash and cash equivalents, beginning of the year	7,290	1,073	1,277	493	(285)	9,848	
Cash and cash equivalents from continuing and discontinued operations, at June 30	7,429	451	1,717	441	(381)	9,657	
Less: cash and cash equivalents from discontinued operations, at June 30 <sup>[2]</sup>	(258)	-	-	-	-	(258)	
Cash and cash equivalents from continuing operations, at June 30	7,171	451	1,717	441	(381)	9,399	

[1] Includes consolidated investment funds and their controlled investments, Wealthsimple and standalone businesses.

[2] On May 31, 2023, Lifeco entered into an agreement to sell Putnam to Franklin Templeton. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and other customary conditions. Beginning in the second quarter of 2023, the cash flows related to the discontinued operations have been presented separately.

Six months ended June 30							2022 (restated)
	Lifeco	IGM	Holding company	Alternative Asset Investment Platforms and Other <sup>[1]</sup>	Effect of consolidation	Power Corporation Consolidated	
Cash flows from:							
Operating activities	3,864	285	770	38	(947)	4,010	
Financing activities	5	(784)	(1,053)	517	852	(463)	
Investing activities	(1,960)	176	140	(686)	(14)	(2,344)	
Effect of changes in exchange rates on cash and cash equivalents	(60)	-	-	(3)	(10)	(73)	
Increase (decrease) in cash and cash equivalents	1,849	(323)	(143)	(134)	(119)	1,130	
Cash and cash equivalents, beginning of the year	6,075	1,292	1,635	759	(252)	9,509	
Cash and cash equivalents, at June 30	7,924	969	1,492	625	(371)	10,639	

[1] Includes consolidated investment funds and their controlled investments, Wealthsimple and standalone businesses.

Consolidated cash and cash equivalents decreased by \$191 million in the six-month period ended June 30, 2023, compared with an increase of \$1,130 million in the corresponding period in 2022.

Operating activities produced a net outflow of \$74 million in the six-month period ended June 30, 2023, compared with a net inflow of \$4,010 million in the corresponding period in 2022.

Cash flows from financing activities, which include the issuance and repayment of capital instruments, the issuance and repurchase of participating and preferred shares, the issuance and redemption of common shares, limited-life fund and redeemable units by subsidiaries, dividends paid on the participating and non-participating shares of the Corporation, and dividends paid by subsidiaries to non-controlling interests and increases and repayments of obligations to securitization entities by IGM, represented a net outflow of \$1,133 million in the six-month period ended June 30, 2023, compared with a net outflow of \$463 million in the corresponding period in 2022.

Cash flows from investing activities resulted in a net inflow of \$1,090 million in the six-month period ended June 30, 2023, compared with a net outflow of \$2,344 million in the corresponding period in 2022.

Parts B and C of this MD&A include a discussion of the cash flows of Lifeco and IGM, respectively.

### HOLDING COMPANY STATEMENTS OF CASH FLOWS

As Power Corporation is a holding company, corporate cash flows are primarily comprised of dividends received, income from investments and income (loss) from cash and cash equivalents, less operating expenses, financing charges, income taxes, and non-participating and participating share dividends.

The following combined statements of cash flows of Power Corporation and Power Financial present the cash flows of the holding company. This presentation has been prepared to assist the reader as it isolates the cash flows of the activities of the holding company.

Six months ended June 30	2023	2022
<b>Operating activities of the holding company</b>		
Dividends		
Lifeco	661	608
IGM	166	166
GBL	92	84
ChinaAMC	-	31
Corporate operations, net of non-cash items <sup>[1]</sup>	(174)	(119)
	745	770
<b>Financing activities of the holding company</b>		
Dividends paid on:		
Non-participating shares	(26)	(26)
Participating shares	(680)	(668)
Perpetual preferred shares	(69)	(67)
Issuance of subordinate voting shares	12	47
Repurchase of subordinate voting shares	(123)	(334)
Repurchase of non-participating shares	-	(4)
Other	-	(1)
	(886)	(1,053)
<b>Investing activities of the holding company</b>		
Distributions and proceeds from disposal of investments <sup>[2]</sup>	1,342	224
Purchase of additional interest in Lifeco	(553)	-
Purchase of investments	(209)	(124)
Other <sup>[3]</sup>	1	40
	581	140
Increase (decrease) in cash and cash equivalents	440	(143)
Cash and cash equivalents, at the beginning of the year	1,277	1,635
<b>Cash and cash equivalents, at June 30</b>	<b>1,717</b>	<b>1,492</b>

[1] Includes changes in short-term receivables from, and payables to, investment platforms.

[2] Includes proceeds from disposal of the Corporation's interest in ChinaAMC.

[3] Includes proceeds received from the sale of a property by the Corporation in 2022.

Cash and cash equivalents of the Corporation and Power Financial increased by \$440 million in the six-month period ended June 30, 2023, compared with a decrease of \$143 million in the corresponding period in 2022.

Operating activities resulted in a net inflow of \$745 million in the six-month period ended June 30, 2023, compared with a net inflow of \$770 million in the corresponding period in 2022. Dividends received from the publicly traded operating companies include:

Six months ended (in millions of Canadian dollars; except as otherwise noted)	June 30, 2023		June 30, 2022	
	Dividend per share	Total dividend received	Dividend per share	Total dividend received
Lifeco	1.0400	661	0.9800	608
IGM	1.1250	166	1.1250	166

- Total dividend received from Parjointco was \$92 million (€63 million) for the period ended June 30, 2023, compared with \$84 million (€62 million) for the period ended June 30, 2022.

The Corporation's financing activities during the six-month period ended June 30, 2023 resulted in a net outflow of \$886 million, compared with a net outflow of \$1,053 million in the corresponding period in 2022, and included:

- Dividends paid on non-participating and participating shares by the Corporation of \$706 million, compared with \$694 million in the corresponding period in 2022. In the six-month period ended June 30, 2023, dividends paid on the Corporation's participating shares were \$1.0200 per share, compared with \$0.9900 in the corresponding period in 2022.
- Dividends paid on preferred shares by Power Financial of \$69 million, compared with \$67 million in the corresponding period in 2022.
- Issuance of subordinate voting shares of the Corporation for \$12 million pursuant to the Corporation's Executive Stock Option Plan and the Power Financial Employee Stock Option Plan, compared with issuance for an amount of \$47 million in the corresponding period in 2022.
- Repurchase of subordinate voting shares of \$123 million, as part of the NCIB, in the six-month period ended June 30, 2023, compared with repurchase for an amount of \$334 million in the corresponding period in 2022.
- No repurchase of non-participating shares, compared with repurchase for an amount of \$4 million in the corresponding period in 2022.

The Corporation's investing activities during the six-month period ended June 30, 2023 resulted in a net inflow of \$581 million, compared with a net inflow of \$140 million in the corresponding period in 2022.

Proceeds from disposal of investments and purchase of investments are comprised of investment activities of the Corporation and in its investment platforms.

The Corporation increased its level of fixed income securities with maturities of more than three months, resulting in a net outflow of \$34 million in the six-month period ended June 30, 2023, compared with a net inflow of \$8 million in the corresponding period in 2022.

## Capital Management

As a holding company, Power Corporation's objectives in managing its capital are to:

- provide attractive long-term returns to shareholders of the Corporation;
- provide sufficient financial flexibility to pursue its growth strategy to invest on a timely basis in its operating companies and other investments as opportunities arise;
- maintain a capital structure that matches the long-term nature of its investments by maximizing the use of permanent capital;
- maintain an appropriate credit rating to ensure stable access to the capital markets; and
- maintain available cash and cash equivalents at a minimum of two times fixed charges.

The Corporation manages its capital taking into consideration the risk characteristics and liquidity of its holdings. In order to maintain or adjust its capital structure, the Corporation may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue capital.

The Board of Directors of the Corporation is responsible for capital management. Management of the Corporation is responsible for establishing capital management procedures and for implementing and monitoring its capital plans. The Board of Directors of the Corporation reviews and approves capital transactions such as the issuance, redemption and repurchase of participating shares, non-participating shares and debentures. The boards of directors of the Corporation's subsidiaries, as well as those of Parjointco and GBL, oversee and have the responsibility for their respective company's capital management.

With the exception of debentures and other debt instruments, the Corporation's capital is permanent, matching the long-term nature of its investments. The capital structure of the Corporation consists of: debentures, non-participating shares, participating shareholders' equity, and non-controlling interests. The Corporation views non-participating shares as a cost-effective source of permanent capital.

The Corporation's consolidated capitalization includes the debentures, preferred shares and other equity instruments, and other debt instruments issued by its consolidated subsidiaries. Debentures and other debt instruments issued by Power Financial, Lifeco, IGM and controlled investments are non-recourse to the Corporation. The Corporation does not guarantee debt issued by its subsidiaries. Non-participating shares and total equity accounted for 72% of consolidated capitalization at June 30, 2023.

	June 30, 2023	December 31, 2022 (restated)
<b>Debentures and other debt instruments</b>		
Power Corporation	647	647
Power Financial	250	250
Lifeco	9,201	10,509
IGM	2,950	2,100
Other <sup>[1]</sup>	2,489	1,956
Effect of consolidation	(88)	(88)
	14,802	14,727
	15,449	15,374
<b>Non-participating shares and other equity instruments</b>		
Power Corporation	950	950
Power Financial	2,830	2,830
Lifeco	4,220	4,220
	7,050	7,050
	8,000	8,000
<b>Equity</b>		
Participating shareholders' equity	20,874	20,926
Non-controlling interests <sup>[2]</sup>	11,561	11,653
	32,435	32,579
	55,884	55,953

[1] Includes other debt instruments of controlled and consolidated investments and standalone businesses; consists of \$182 million (\$113 million in 2022) of debt under revolving credit facilities held by the investment funds, \$2,072 million (\$1,763 million in 2022) of project-related debt held within the Power Sustainable Energy Infrastructure platform, and \$235 million (\$80 million in 2022) of other debt held by standalone businesses. The other debt instruments are secured by the assets of the controlled investments which are non-recourse to the Corporation. See Note 11 B) to the Interim Consolidated Financial Statements for additional information.

[2] Represents the non-controlling equity interests of the Corporation's subsidiaries excluding Power Financial and Lifeco's preferred shares and limited recourse capital notes, which are shown in this table as non-participating shares.

### Power Corporation

- The Corporation filed a short-form base shelf prospectus dated November 16, 2022, pursuant to which, for a period of 25 months thereafter, the Corporation may issue First Preferred Shares, subordinate voting shares, subscription receipts and unsecured debt securities, or any combination thereof. This filing provides the Corporation with the flexibility to access debt and equity markets on a timely basis.
- The Corporation commenced a NCIB on March 1, 2023 which is effective until the earlier of February 29, 2024 and the date on which the Corporation has purchased the maximum permitted number of subordinate voting shares. Refer to the section “Participating Shareholders’ Equity” for more information.

### Power Financial

- Power Financial filed a short-form base shelf prospectus dated December 5, 2022, pursuant to which, for a period of 25 months thereafter, Power Financial may issue up to an aggregate of \$3 billion of First Preferred Shares and unsecured debt securities, or any combination thereof. This filing provides the Corporation with the flexibility to access debt and equity markets on a timely basis through Power Financial.

### Lifeco

- On April 18, 2023, Lifeco repaid the principal amount of its maturing €500 million senior 2.5% euro bond, together with accrued interest.
- On June 30, 2023, Great-West Lifeco U.S. LLC made a payment of US\$150 million on its non-revolving credit facility.

### IGM Financial

- On May 26, 2023, IGM issued \$300 million 5.426% debentures due May 26, 2053. The net proceeds of the offering were used by IGM to fund a portion of the purchase price payable on June 2, 2023 in connection with its acquisition of a 20.5% equity interest in Rockefeller Capital Management and for general corporate purposes.
- In the second quarter of 2023, IGM entered into a non-revolving term loan facility with Schedule I Canadian chartered banks related to the proceeds on the sale of IPC. The outstanding balance of the term loan facility at June 30, 2023 was \$550 million, and is due on June 1, 2024. Interest rates on the term loan facility fluctuate with Canadian bankers’ acceptances.

The Corporation itself is not subject to externally imposed regulatory capital requirements; however, Lifeco and certain of its main subsidiaries, IGM’s subsidiaries and certain of the Corporation’s other subsidiaries are subject to regulatory capital requirements. Parts B and C of this MD&A further describe the capital management activities of Lifeco and IGM, respectively. See Note 21 to the Corporation’s 2022 Consolidated Financial Statements for additional information.

### RATINGS

The current rating by Standard & Poor’s (S&P) of the Corporation’s debentures is “A+” with a stable outlook. Dominion Bond Rating Service’s (DBRS) current rating on the Corporation’s debentures is “A” with a stable rating trend.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the 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. Descriptions of the rating categories for each of the agencies set forth below have been obtained from the respective rating agencies’ websites. These ratings are not a recommendation to buy, sell or hold the securities of a corporation 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 organization.

The “A+” rating assigned to the Corporation’s debentures by S&P is the fifth highest of the 22 ratings used for long-term debt. A long-term debenture rated “A+” is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than obligations in higher-rated categories; however, the obligor’s capacity to meet its financial commitment on the obligation is still strong.

The “A” rating assigned to the Corporation’s debentures by DBRS is the sixth highest of the 26 ratings used for long-term debt. A long-term debenture rated “A” implies that the capacity for repayment is substantial, but of lesser credit quality than AA, and may be vulnerable to future events, although qualifying negative factors are considered manageable.

The current rating by S&P of Power Financial’s debentures is “A+” with a stable outlook. DBRS’ current rating on Power Financial’s debentures is “A (High)” with a stable trend.

Parts B and C of this MD&A provide information on the ratings of the debentures of Lifeco and IGM, respectively.

## Risk Management

Power Corporation is an international management and holding company that focuses on financial services in North America, Europe and Asia. Its core holdings are leading insurance, retirement, wealth management and investment businesses including a portfolio of alternative asset investment platforms. The Corporation, through Power Financial, holds a controlling interest in Lifeco and IGM and also holds a joint controlling interest in Parjointco, which itself holds a controlling interest in GBL. As a result, the Corporation bears the risks associated with being a significant shareholder of these operating companies. A complete description of these risks is presented in their public disclosures. The respective boards of directors of Lifeco, IGM and GBL are responsible for the risk oversight function at their respective companies. The risk committees of the boards of directors of Lifeco and IGM are responsible for their risk oversight. Certain officers of the Corporation are members of these boards and committees of these boards, including the risk committees, and, consequently, in their role as directors, they participate in the risk oversight function at the operating companies. Parts B and C of this MD&A further describe risks related to Lifeco and IGM, respectively.

### RISK OVERSIGHT

The Corporation believes that a prudent approach to risk is achieved through a governance model that focuses on the active oversight of its investments. The Board of Directors and executive officers of the Corporation have overall oversight and responsibility for risk management associated with the investment activities and operations of the holding company and maintain a comprehensive and appropriate set of policies and controls.

The Board of Directors provides oversight and carries out its risk management mandate and addresses operational risks primarily through the following committees:

- The Audit Committee addresses risks related to financial reporting and cybersecurity.
- The Human Resources Committee considers risks associated with the Corporation's compensation policies and practices.
- The Governance and Nominating Committee oversees the Corporation's approach to appropriately address potential risks related to governance matters.
- The Related Party and Conduct Review Committee reviews and considers for approval transactions with related parties of the Corporation.

There are certain risks inherent in an investment in the securities of the Corporation and in the activities of the Corporation, which investors should carefully consider before investing in securities of the Corporation. The 2022 Annual MD&A reviews certain risks that could impact the financial condition and financial performance, and the value of the equity of the Corporation. This description of risks does not include all possible risks, and there may be other risks of which the Corporation is not currently aware.

During the six-month period ended June 30, 2023, there were no changes to the Corporation's risk oversight approach, and the identification and management of the specific risks, including the risks related to the COVID-19 pandemic and geopolitical tensions, as described in the 2022 Annual MD&A.

### Tax risk

In December 2021, the Organization for Economic Co-operation and Development (OECD) published model rules outlining a structure for a new 15% global minimum tax to be implemented by participating countries at an agreed future date, currently expected (for most countries) to be 2024. In December 2022, the European Union adopted a directive that member countries must enact the 15% minimum tax in domestic law by the end of 2023 for implementation in 2024. In June 2023, the U.K. substantively enacted legislation to implement the minimum tax effective for 2024. In its 2023 budget, the Canadian government committed to implement the global minimum tax effective for 2024, and in August 2023, subsequent to quarter-end, it proposed draft legislation.

At this point, the countries in which the Corporation and its subsidiaries currently operate, other than the U.S., have indicated their commitment. A number of these countries currently have a lower tax rate than the proposed minimum, and when legislation is enacted, an increase in the effective tax rate is expected. The Corporation and its subsidiaries are awaiting legislation and detailed guidance to assess the full implications of the minimum tax regime.

## Financial Instruments and Other Instruments

### FAIR VALUE MEASUREMENT

At June 30, 2023, there have been changes to the carrying amounts and fair value of the Corporation and its subsidiaries' assets and liabilities recorded at fair value since December 31, 2022. These changes did not have a material impact on the financial condition of the Corporation and its subsidiaries. See Note 22 to the Corporation's Interim Consolidated Financial Statements for additional disclosure of the Corporation's fair value measurement.

### DERIVATIVE FINANCIAL INSTRUMENTS

In the course of their activities, the Corporation and its subsidiaries use derivative financial instruments. When using such derivatives, they only act as limited end-users and not as market makers in such derivatives.

The use of derivatives is monitored and reviewed on a regular basis by senior management of the Corporation and by senior management of its subsidiaries. The Corporation and its subsidiaries have each established operating policies, guidelines and procedures relating to the use of derivative financial instruments, which in particular focus on:

- prohibiting the use of derivative instruments for speculative purposes;
- documenting transactions and ensuring their consistency with risk management policies;
- demonstrating the effectiveness of the hedging relationships; and
- monitoring the hedging relationships.

There were no major changes to the Corporation and its subsidiaries' policies and procedures with respect to the use of derivative instruments in the six-month period ended June 30, 2023. The following table provides a summary of the Corporation and its subsidiaries' derivatives portfolio:

	June 30, 2023			December 31, 2022		
	Notional	Maximum credit risk	Total fair value	Notional	Maximum credit risk	Total fair value
Power Corporation	327	4	4	301	3	(19)
Power Financial	40	8	8	14	5	5
Lifeco	51,825	2,361	1,014	46,639	2,314	675
IGM	2,042	65	7	1,751	64	12
Other subsidiaries	1,796	86	78	1,809	94	90
	55,703	2,520	1,107	50,213	2,477	782
	56,030	2,524	1,111	50,514	2,480	763

During the six-month period ended June 30, 2023, there was an increase of \$5.5 billion in the notional amount of derivatives outstanding, primarily due to regular hedging activities by Lifeco. The Corporation and its subsidiaries' exposure to derivative counterparty risk (which represents the market value of instruments in a gain position) increased to \$2,524 million at June 30, 2023 from \$2,480 million at December 31, 2022. The increase was primarily driven by the impact of the Canadian dollar strengthening against the U.S. dollar on cross-currency swaps that pay U.S. dollars and receive Canadian dollars.

Parts B and C of this MD&A provide information on the types of derivative financial instruments used by Lifeco and IGM, respectively.

See Note 26 to the Corporation's 2022 Consolidated Financial Statements for additional information.

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## Off-Balance Sheet Arrangements

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### GUARANTEES

In the normal course of their operations, the Corporation and its subsidiaries may enter into certain agreements, the nature of which precludes the possibility of making a reasonable estimate of the maximum potential amount the Corporation or subsidiary could be required to pay third parties, as some of these agreements do not specify a maximum amount and the amounts are dependent on the outcome of future contingent events, the nature and likelihood of which cannot be determined. See also Note 32 to the Corporation's 2022 Consolidated Financial Statements.

### LETTERS OF CREDIT

In the normal course of its reinsurance business, Lifeco provides letters of credit to other parties or beneficiaries. A beneficiary will typically hold a letter of credit as collateral to secure statutory credit for insurance and investment contract liabilities ceded to or amounts due from Lifeco. Lifeco may be required to seek collateral alternatives if it is unable to renew existing letters of credit on maturity. See also Part B of this MD&A and Note 32 to the Corporation's 2022 Consolidated Financial Statements.

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## Contingent Liabilities

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The Corporation and its subsidiaries are from time to time subject to legal actions, including arbitrations and class actions, arising in the normal course of business. It is inherently difficult to predict the outcome of any of these proceedings with certainty, and it is possible that an adverse resolution could have a material adverse effect on the consolidated financial position of the Corporation. However, based on information presently known, it is not expected that any of the existing legal actions, either individually or in the aggregate, will have a material adverse effect on the consolidated financial position of the Corporation. See also Parts B and C of this MD&A and Note 31 to the Corporation's 2022 Consolidated Financial Statements.

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## Commitments and Contractual Obligations

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At June 30, 2023, there have been no material changes in the contractual obligations of the Corporation and its subsidiaries from those reported in the 2022 Annual MD&A.

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## Income Taxes

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The non-capital losses of the holding company, at June 30, 2023, were \$1,332 million (\$1,295 million for which the benefits have not been recognized) and are available to reduce future taxable income (including capital gains). These losses expire from 2028 to 2043.

The capital losses of the holding company, at June 30, 2023, were \$144 million (\$50 million for which the benefits have not been recognized) and can be used indefinitely to offset capital gains.



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## Transactions with Related Parties

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Power Corporation has a Related Party and Conduct Review Committee composed entirely of Directors who are independent of management and independent of the Corporation's controlling shareholder. The mandate of this Committee is to review proposed transactions with related parties of the Corporation, including its controlling shareholder, and to approve only those transactions that it deems appropriate and that are done at market terms and conditions.

In the normal course of business, Power Corporation and its subsidiaries enter into various transactions which include capital commitments to investment funds, including commitments from management, performance and base management fees paid to subsidiaries of the group, employee ownership participations and loans to employees. Such transactions are at market terms and conditions and are reviewed by the appropriate related party and conduct review committee.

In the normal course of business, Canada Life and Putnam enter into various transactions with related companies which include providing group insurance benefits and sub-advisory services, respectively, to other companies within the Power Corporation group of companies. Such transactions are at market terms and conditions. These transactions are reviewed by the appropriate related party and conduct review committee.

Lifeco provides asset management, employee benefits and administrative services for employee benefit plans relating to pension and other post-employment benefits for employees of Power Corporation, Power Financial, and Lifeco and its subsidiaries. These transactions are at market terms and conditions and are reviewed by the appropriate related party and conduct review committee.

IGM enters into transactions with subsidiaries of Lifeco. These transactions are in the normal course of operations and include i) providing certain administrative and technology services; ii) distributing insurance products; and iii) the sale of residential mortgages to Canada Life. These transactions are at market terms and conditions and are reviewed by the appropriate related party and conduct review committee.

On January 12, 2023, the Corporation and IGM completed a previously announced agreement in which IGM acquired the Corporation's 13.9% interest held in ChinaAMC. In a separate transaction, IGM sold a 1.6% interest held in Lifeco to Power Financial. Refer to the section "ChinaAMC" in the section "Overview".

On April 3, 2023, Lifeco and IGM announced that they have entered into an agreement whereby Lifeco will acquire 100% of IPC from IGM for cash consideration of \$575 million. Refer to the section "Rockefeller Capital Management and Investment Planning Counsel" in the section "Overview".

On July 6, 2023, subsequent to quarter-end, Sagard announced that it has expanded its existing strategic relationship with Lifeco. Refer to the section "Sagard" and to Part B of this MD&A for further discussion.

See Note 30 to the Corporation's 2022 Consolidated Financial Statements for additional information.

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## Summary of Critical Accounting Estimates and Judgments

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In the preparation of the financial statements, management of the Corporation and the managements of its subsidiaries are required to make significant judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, net earnings, comprehensive income and related disclosures. The results of the Corporation reflect the judgments of the managements of the Corporation and its subsidiaries regarding the impact of prevailing market conditions related to global credit, equities, investment properties and foreign exchange, as well as, with respect to Lifeco, prevailing health and mortality experience. Key sources of estimation uncertainty and areas where significant judgments are made by the management of the Corporation and the managements of its subsidiaries include: the entities to be consolidated or accounted for using the equity method, valuation of insurance and certain investment contract liabilities, fair value measurements, impairment of investments, goodwill and intangible assets, income taxes and employee future benefits.

The significant accounting estimates and judgments below reflect the implementation of IFRS 17 and IFRS 9 by the Corporation and its subsidiaries. Additional details regarding these significant estimates and judgments can be found in Note 2 to the Interim Financial Statements, as well as in the Corporation's 2022 Annual MD&A and the notes to the Corporation's 2022 Consolidated Financial Statements.

## FAIR VALUE MEASUREMENT

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

The Corporation and its subsidiaries maximize the use of observable inputs when measuring fair value. The following is a description of the methodologies used to value instruments carried at fair value.

### *Bonds at fair value through profit or loss and fair value through other comprehensive income*

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

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

### *Mortgages and other loans at fair value through profit or loss and fair value through other comprehensive income*

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

### *Equity-release mortgages at fair value through profit or loss*

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

### *Shares at fair value through profit or loss and fair value through other comprehensive income*

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

### EXPECTED CREDIT LOSSES

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

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

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

### INSURANCE, REINSURANCE HELD AND INVESTMENT CONTRACT LIABILITIES

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

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

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

The methods for arriving at these valuation assumptions are outlined in Part B of this MD&A, including updates to Lifeco's annual assumptions and sensitivity disclosures.

## Changes in Accounting Policies

The Corporation actively monitors changes in IFRS, both proposed and released, by the International Accounting Standards Board (IASB) for potential impact on the Corporation.

The Corporation and its subsidiaries adopted IFRS 17, *Insurance Contracts* (IFRS 17) and IFRS 9, *Financial Instruments* (IFRS 9), which replaced IFRS 4, *Insurance Contracts* (IFRS 4) and IAS 39, *Financial Instruments: Recognition and Measurement* (IAS 39), respectively, on their effective date of January 1, 2023. The Corporation has also applied IFRS 9 as at January 1, 2023 when applying the equity method of accounting to GBL's results.

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

IFRS 9 includes changes to the accounting of financial instruments for the following:

- i) 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;
- ii) impairment based on an expected loss model; and
- iii) hedge accounting that incorporates the risk management practices of an entity.

The accounting policies materially impacted by the adoption of IFRS 17 and IFRS 9 are described in Note 2 to the Interim Financial Statements.

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

The Corporation adopted the amendments to IAS 12, *Income Taxes* effective May 2023, and has applied the mandatory exception whereby it is not recognizing and disclosing information about deferred tax assets and liabilities related to income taxes arising from tax law to implement the Pillar Two model rules published by the OECD.

### ADOPTION OF IFRS 17 AND IFRS 9

#### IFRS 17

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

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

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

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

The full retrospective approach requires the Corporation, through Lifeco, to apply the guidance of IFRS 17 as if IFRS 17 had always been applied.

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

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

## IFRS 9

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

Upon adoption of IFRS 9, the Corporation elected to present comparative information for certain of its financial assets, primarily those held by Lifeco, as if the classification and measurement requirements of IFRS 9 had been applied in the comparative period, on an instrument-by-instrument basis, as permitted by the amendment to IFRS 17 published by the IASB in December 2021.

## HEDGE ACCOUNTING

As permitted under IFRS 9, the Corporation and its subsidiaries elected to continue to apply the hedge accounting principles under IAS 39 instead of those under IFRS 9. The accounting policy for hedge accounting is disclosed in the notes to the consolidated financial statements of the Corporation for the year ended December 31, 2022.

## IMPACT ON OPENING BALANCE SHEET

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

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

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

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

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

IFRS 17 adjustments mainly resulted in an increase to insurance contract liabilities of \$6.8 billion, which is primarily the result of the establishment of CSM for in-force contracts of \$4.1 billion associated with shareholders' equity and \$4.4 billion associated with non-controlling interests, partially offset by risk adjustments related to the transition from IFRS 4 to IFRS 17 of \$1.4 billion associated with shareholders' equity and \$0.6 billion associated with non-controlling interests. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital.

Total equity decreased by \$3.4 billion, consisting of a \$2.3 billion reduction to shareholders' equity and a \$1.1 billion reduction to non-controlling interests.

Shareholders' equity decreased by \$2.3 billion, primarily due to the establishment of the CSM of \$4.4 billion and the adjustment for differences in the discount rate of \$1.3 billion, offset by increases due to the transition of risk adjustments from IFRS 4 to IFRS 17 of \$1.4 billion and the impact of the initial application of the IFRS 9 overlay of \$1.5 billion. All other impacts, including taxes, adjustments for non-attributable expenses and from reclassifications, totalled an increase of \$0.5 billion.

The non-controlling interests decrease of \$1.1 billion was due to the impact of the initial application of IFRS 17 of \$2.0 billion, offset by the impact of the application of the IFRS 9 overlay of \$0.9 billion.

The adoption of IFRS 9 on January 1, 2023 impacted the classification of the Corporation's investments and those held by GBL, which resulted in a reclassification of available-for-sale investments to fair value through profit or loss investments and has led to a reclassification of the investment revaluation reserves to retained earnings of \$305 million.

## Future Accounting Changes

The Corporation and its subsidiaries monitor changes in IFRS, both proposed and released, by the IASB and analyze the effect that changes in the standards may have on the consolidated financial statements when they become effective. The following sets out standards released and updates to the Corporation and subsidiaries' analysis since December 31, 2022. See Note 2 to the Interim Consolidated Financial Statements for additional information:

Standard	Summary of future changes
IAS 7 – <i>Statement of Cash Flows</i> and IFRS 7 – <i>Financial Instruments: Disclosures</i>	In May 2023, the IASB published amendments to IAS 7, <i>Statement of Cash Flows</i> and IFRS 7, <i>Financial Instruments: Disclosures</i> . The amendments require an entity to provide additional disclosures about its supplier finance arrangements.  These amendments are effective for annual reporting periods beginning on or after January 1, 2024, with earlier application permitted. The Corporation and its subsidiaries are evaluating the impact of the adoption of these amendments.

## Internal Control over Financial Reporting

The Corporation's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and that the preparation of financial statements for external purposes is in accordance with IFRS. The Corporation's management, under the supervision of the Chief Executive Officer and the Chief Financial Officer, 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.

As a management and holding company, the Corporation's business activities are carried out through its investments in businesses, each of which has its own management team. Accordingly, the Corporation's management relies on the certifications filed by management of Lifeco and IGM pursuant to National Instrument 52-109 – *Certification of Disclosure in Issuers' Annual and Interim Filings*, as well as a sub-certification process by management at its other significant subsidiaries and investees in order to make determinations regarding the Corporation's disclosure controls and procedures and internal control over financial reporting.

There have been no changes in the Corporation's internal control over financial reporting during the three-month period ended June 30, 2023 which have materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial reporting.

## Power Financial Corporation

Power Financial relies on certain of the continuous disclosure documents filed by Power Corporation of Canada pursuant to an exemption from the requirements of National Instrument 51-102 – *Continuous Disclosure Obligations* (NI 51-102) and as provided in the decision of the Autorité des marchés financiers and the Ontario Securities Commission, dated January 19, 2021, regarding Power Financial and Power Corporation. The following disclosure is provided further to the requirements of such decision:

At June 30, 2023	Lifeco	IGM	Corporate and other <sup>[1]</sup>	Effect of consolidation	Total Power Financial	Total Power Corporation
Total assets	690,003	19,431	27,387	(20,277)	716,544	723,953
Total liabilities	661,229	13,194	4,546	(350)	678,619	683,518

For the three months ending June 30, 2023	Power Financial	Power Corporation
Cash flows from operations	973	922

[1] Includes Power Financial's investment activities including its investment in Portage Ventures I, Portage Ventures II and Wealthsimple.

## Non-IFRS Financial Measures

### NON-IFRS FINANCIAL MEASURES

This MD&A presents and discusses financial measures which are not in accordance with IFRS. 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 readers in their analysis of the results of the Corporation. The non-IFRS financial measures and non-IFRS ratios used in this MD&A are defined as follows:

Non-IFRS financial measure	Definition	Purpose
Adjusted net earnings <sup>[1]</sup>	Net earnings <sup>[1]</sup> excluding Adjustments.	Assists in the comparison of the current period's underlying operating performance to that of previous periods as it reflects management's view of the operating performance of the Corporation and its subsidiaries, excluding items that are not considered to be part of the underlying business results.  As a holding company, management reviews and assesses the performance of each operating company's contribution to net earnings and adjusted net earnings.
Adjustments	<p>After-tax 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. In the first quarter of 2023, management of Lifeco refined its definition of Adjustments. See the section "Change in the definition of Adjusted net earnings, a non-IFRS financial measure" in the section "Overview".</p> <p>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 on assets and liabilities, 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 restructuring or reorganization and integration costs, acquisition and divestiture costs, material legal settlements, material impairment charges, impact of substantially enacted income tax rate changes and other tax impairments, certain non-recurring material items, net gains, losses or costs related to the disposition or acquisition of a business, net earnings (loss) from discontinued operations, and other items that, when removed, assist in explaining underlying operating performance.</p>	Identifies items that are not considered part of operating performance by management, including items identified by management of its publicly traded operating companies.

[1] Attributable to participating shareholders of Power Corporation.

Non-IFRS financial measure	Definition	Purpose
<b>Adjusted net asset value</b>	<p>Adjusted net asset 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 less their net debt and preferred shares.</p> <p>The investments held in publicly traded entities (including Lifeco, IGM and GBL) are measured at their market value and investments in private entities and investment funds are measured at management's estimate of fair value.</p>	<p>Presents the fair value of the participating shareholders' equity of the holding company and is used to assist in assessing value.</p> <p>This measure may be used by investors and analysts in determining or comparing the fair value of investments held by the holding company or its overall fair value.</p>
<b>Consolidated assets and assets under management, and Consolidated assets and assets under administration</b>	<p>Consolidated assets and assets under management includes total assets per the financial statements as well as assets managed on behalf of clients which are beneficially owned by clients and are not recognized in the consolidated financial statements including:</p> <ul style="list-style-type: none"> <li>▪ Internally and externally managed funds, including proprietary mutual funds, exchange-traded funds and institutional assets, where the Corporation's publicly traded operating companies and alternative asset investment platforms have oversight of the investment policies; and</li> <li>▪ The fair value of assets managed on behalf of the clients by asset managers controlled within the investment platforms, including assets managed through a separately managed account.</li> </ul> <p>Services provided in respect of assets under management include the selection of investments, the provision of investment advice and discretionary portfolio management on behalf of clients.</p> <p>Consolidated assets and assets under administration includes consolidated assets under management and other assets under administration. Other assets under administration includes assets where the Corporation's consolidated publicly traded operating companies and investment management services businesses only provide administration services for which they earn fees and other income. These assets are beneficially owned by the clients and the Corporation's operating subsidiaries do not direct the investing activities. Services provided relating to assets under administration include record keeping, safekeeping, collecting investment income, settling of transactions or other administrative services.</p>	<p>Consolidated assets and assets under management and Consolidated assets and assets under administration provide an indicator of the size and volume of the Corporation's consolidated businesses, including the publicly traded operating companies and alternative asset investment platforms.</p> <p>Consolidated assets and assets under administration includes assets in which the Corporation's consolidated publicly traded operating companies and investment management services businesses only provide administration services, which are an important aspect of the overall business and should be considered when comparing volumes, size and trends.</p>



Non-IFRS financial measure	Definition	Purpose
<b>Fee-related earnings</b> (of alternative asset investment platforms)	<p>Fee-related earnings is presented for Sagard and Power Sustainable and includes revenues from management fees earned across all asset classes, less 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.</p> <p>Fee-related earnings excludes i) share-based compensation expenses, ii) amortization of acquisition-related intangibles, iii) foreign exchange-related gains and losses, iv) net interest, and v) other items that in management's judgment are not indicative of underlying operating performance of the alternative asset investment platforms, which include restructuring costs, transaction and integration costs related to business acquisitions and certain non-recurring material items.</p>	This measure is presented for the alternative asset investment platforms, Sagard and Power Sustainable, and is used to assess the profitability from their asset management activities. 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.
Non-IFRS ratio	Definition	Purpose
<b>Adjusted net earnings per share</b>	<p>Earnings per share calculated using adjusted net earnings.</p> <p>Adjusted net earnings divided by the weighted average number of participating shares outstanding.</p>	Assists in comparing adjusted net earnings on a per share basis; refer to "Adjusted net earnings" definition above.
<b>Adjusted net asset value per share</b>	<p>Adjusted net asset value calculated on a per share basis.</p> <p>Adjusted net asset value divided by the number of participating shares outstanding.</p>	Assists the reader in comparing the adjusted net asset value on a per share basis; refer to "Adjusted net asset value" definition above.

These non-IFRS financial measures do not have a standard meaning and may not be comparable to similar measures used by other entities.

## RECONCILIATIONS OF IFRS AND NON-IFRS FINANCIAL MEASURES

### Adjusted Net Earnings

The following table presents a reconciliation of adjusted net earnings, a non-IFRS financial measure, to net earnings reported in accordance with IFRS. Adjusted net earnings is presented in the section "Contribution to Net Earnings and Adjusted Net Earnings":

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
Adjusted net earnings – Non-IFRS financial measure <sup>[1]</sup>	1,373	1,089	847	526	647
Share of Adjustments <sup>[2]</sup> , net of tax					
Lifeco	(447)	362	(290)	(157)	(53)
IGM	(58)	22	(56)	(2)	7
ChinaAMC	(54)	-	-	(54)	-
Sagard and Power Sustainable	-	(10)	-	-	-
	(559)	374	(346)	(213)	(46)
Net earnings – IFRS financial measure <sup>[1]</sup>	814	1,463	501	313	601

[1] Attributable to participating shareholders of Power Corporation.

[2] Refer to the section "Adjustments" for more detail on Adjustments from Lifeco, IGM, ChinaAMC, and Sagard and Power Sustainable.

**Adjustments** (excluded from Adjusted net earnings)

The following table presents the Corporation's share of Adjustments on a pre- and post-tax basis:

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
Lifeco <sup>[1]</sup>					
Market experience relative to expectations (pre-tax)	(205)	676	(63)	(142)	100
Income tax (expense) benefit	37	(167)	9	28	(48)
Realized OCI gains (losses) from asset rebalancing (pre-tax)	(99)	-	(99)	-	-
Income tax (expense) benefit	16	-	16	-	-
Assumption changes and management actions (pre-tax)	3	(24)	(3)	6	(11)
Income tax (expense) benefit	(1)	2	-	(1)	1
Acquisition and divestiture costs (pre-tax)	(142)	(52)	(142)	-	(46)
Income tax (expense) benefit	34	9	34	-	8
Restructuring and integration charges (pre-tax)	(36)	(51)	(18)	(18)	(40)
Income tax (expense) benefit	10	14	5	5	11
Amortization of acquisition-related finite life intangible assets (pre-tax)	(62)	(55)	(33)	(29)	(32)
Income tax (expense) benefit	16	14	9	7	9
Discontinued operations – Putnam (post-tax)	(16)	(5)	(3)	(13)	(5)
	(445)	361	(288)	(157)	(53)
Effect of consolidation (pre-tax) <sup>[2]</sup>	(3)	1	(3)	-	-
Income tax (expense) benefit	1	-	1	-	-
	(447)	362	(290)	(157)	(53)
IGM <sup>[1]</sup>					
Gain on disposal of Lifeco shares (pre-tax)	108	-	(4)	112	-
Income tax (expense) benefit	(3)	-	-	(3)	-
Restructuring charges (pre-tax)	(64)	-	(64)	-	-
Income tax (expense) benefit	17	-	17	-	-
IFRS 17 adjustment (pre-tax)	9	-	9	-	-
Income tax (expense) benefit	-	-	-	-	-
	67	-	(42)	109	-
Effect of consolidation (pre-tax) <sup>[2]</sup>	(137)	28	(16)	(121)	9
Income tax (expense) benefit	12	(6)	2	10	(2)
	(58)	22	(56)	(2)	7
ChinaAMC					
Transaction costs on disposal of ChinaAMC (pre-tax)	(14)	-	-	(14)	-
Income tax (expense) benefit	-	-	-	-	-
Income taxes on disposal of ChinaAMC	(40)	-	-	(40)	-
	(54)	-	-	(54)	-
Sagard and Power Sustainable					
Impairment charges on direct investments in energy infrastructure (pre-tax)	-	(13)	-	-	-
Income tax (expense) benefit	-	3	-	-	-
	-	(10)	-	-	-
	(559)	374	(346)	(213)	(46)

[1] As reported by Lifeco and IGM.

[2] The Effect of consolidation reflects i) the elimination of intercompany transactions, including the gain recognized by IGM on the sale of a portion of its interest in Lifeco to the Corporation, as well as IGM's share of Lifeco's IFRS 17 adjustment; ii) the application of the Corporation's accounting method for investments under common control to the Adjustments reported by Lifeco and IGM; iii) IGM's share of Lifeco's Adjustments, in accordance with the Corporation's definition of Adjusted net earnings; and iv) adjustments in accordance with IAS 39 for IGM for comparative periods presented prior to the Corporation's adoption of IFRS 9 on January 1, 2023.

**Adjusted Net Asset Value**

The following table presents a reconciliation of the participating shareholders' equity reported in accordance with IFRS to the adjusted net asset value, a non-IFRS financial measure. Adjusted net asset value is presented in the section "Adjusted Net Asset Value":

	June 30, 2023	December 31, 2022 (restated)
Participating shareholders' equity – IFRS financial measure		
Stated capital – participating shares	9,447	9,486
Retained earnings	9,461	9,099
Reserves	1,966	2,341
	20,874	20,926
Fair value adjustments <sup>[1]</sup>		
Lifeco	9,576	4,835
IGM	2,502	1,985
GBL	(1,195)	(926)
Alternative asset investment platforms	561	607
ChinaAMC	-	367
Other investments and standalone businesses	130	206
Adjustments to Other liabilities <sup>[1]</sup>	-	(37)
	11,574	7,037
Adjusted net asset value – Non-IFRS financial measure	32,448	27,963
<b>Per share <sup>[2]</sup></b>		
Participating shareholders' equity (book value)	31.43	31.37
Adjusted net asset value	48.86	41.91

[1] Refer to the section "Adjusted Net Asset Value" for more details on the fair value and other adjustments.

[2] Attributable to participating shareholders.

**Consolidated Assets and Assets Under Management and Consolidated Assets and Assets Under Administration**

(In billions of dollars)	June 30, 2023	December 31, 2022 (restated)
Total consolidated assets per financial statements <sup>[1]</sup>	724	704
Other assets under management <sup>[1]</sup>	534	509
Total consolidated assets and assets under management <sup>[1]</sup>	1,258	1,213
Other assets under administration	1,653	1,505
Total consolidated assets and assets under administration <sup>[1]</sup>	2,911	2,718

[1] Includes assets held for sale and other assets under management related to the discontinued operations of Putnam.

**Fee-related earnings** (of alternative asset investment platforms)

The following table presents the reconciliation of the net earnings attributable to participating shareholders of Power Corporation in accordance with IFRS to the fee-related earnings of the alternative asset investment platforms, a non-IFRS financial measure. Fee-related earnings is presented in the section "Asset Management Activities" of the section "Sagard and Power Sustainable".

	Six months ended		Three months ended		
	June 30, 2023	June 30, 2022 (restated)	June 30, 2023	March 31, 2023	June 30, 2022 (restated)
<b>Net earnings attributable to participating shareholders of Power Corporation – IFRS financial measure</b>	<b>814</b>	<b>1,463</b>	<b>501</b>	<b>313</b>	<b>601</b>
Excluding:					
Contribution to net earnings from Lifeco	(722)	(1,427)	(327)	(395)	(548)
Contribution to net earnings from IGM	(200)	(298)	(79)	(121)	(148)
Contribution to net earnings from GBL	(109)	13	(90)	(19)	27
Contribution to net earnings from Lifeco, IGM and GBL	(1,031)	(1,712)	(496)	(535)	(669)
Contribution to net earnings from the holding company	135	133	6	129	39
<b>Contribution to net earnings from Alternative Asset Investment Platforms and Other</b>	<b>(82)</b>	<b>(116)</b>	<b>11</b>	<b>(93)</b>	<b>(29)</b>
Excluding:					
Investing activities	45	83	(21)	66	18
Standalone businesses	(3)	(31)	(8)	5	(27)
<b>Contribution to net earnings from Asset Management Activities</b>	<b>(40)</b>	<b>(64)</b>	<b>(18)</b>	<b>(22)</b>	<b>(38)</b>
Adjustments:					
Sagard					
Non-controlling interests	(3)	(8)	(2)	(1)	(5)
Loss from private wealth platform and other asset management activities	3	5	1	2	2
Net carried interest	4	53	2	2	42
Share-based compensation	6	3	3	3	2
Depreciation and amortization on intangibles	1	1	1	-	1
Transaction costs	5	-	5	-	-
Income taxes and other	4	(1)	2	2	(1)
Power Sustainable					
Loss (earnings) from development and asset management activities provided by Potentia and Nautilus on behalf of PSEIP	1	-	(5)	6	(2)
Net performance fees and carried interest	(6)	(4)	-	(6)	(4)
Income taxes and other	-	(1)	1	(1)	(1)
	15	48	8	7	34
<b>Fee-related earnings (loss) – Non-IFRS financial measure</b>	<b>(25)</b>	<b>(16)</b>	<b>(10)</b>	<b>(15)</b>	<b>(4)</b>
<i>Sagard</i>	(3)	4	(1)	(2)	6
<i>Power Sustainable</i>	(22)	(20)	(9)	(13)	(10)

## Other Measures

This MD&A also includes other measures, which include:

Term	Definition
<b>Assets under management and administration</b>	Operating asset management and investment management services businesses within the Power Group, including IGM, alternative asset managers and Wealthsimple, present the total value of assets managed or administered which are beneficially owned by clients and are not recognized in the consolidated financial statements. The composition of the assets under management and administration is relative to the activities of the asset managers and are further defined as follows:
Assets under management and advisement (AUM&A) of IGM	Assets under management are client assets where IGM provides investment management services, and include investment funds where IGM is the fund manager, investment advisory mandates to institutions, and other client accounts where IGM has discretionary portfolio management responsibilities.  Assets under advisement represents savings and investment products, including assets under management where IGM provides investment management services, held within client accounts of IGM's Wealth Management segment's operating companies.
Assets under management and advisement including Strategic Investments (AUM&A including SI) of IGM	AUM&A including SI represents IGM's AUM&A including its proportionate share of the AUM&A of Strategic Investments based on IGM's direct and indirect ownership of the Strategic Investments. The Strategic Investments included are those whose activities are primarily in asset and wealth management, and include a 27.8% interest in ChinaAMC, 56.0% interest in Northleaf, 20.5% interest in Rockefeller and a 24.3% interest in Wealthsimple. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.
Assets under management of alternative asset investment platforms	Assets under management of investment platforms include: <ul style="list-style-type: none"> <li>▪ Net asset value of the investment funds and co-investment vehicles managed, including unfunded commitments and unused permanent leverage;</li> <li>▪ Gross asset value of investment funds managed within the real estate platform; and</li> <li>▪ 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.</li> </ul>
Assets under administration of Wealthsimple	Assets under administration includes the total value of assets held on behalf of clients and includes client assets in which investment management services are provided.
<b>Book value per participating share</b>	Represents Power Corporation's participating shareholders' equity divided by the number of participating shares outstanding at the end of the reporting period.
<b>Carried interest</b>	Carried interest is earned through a contractual arrangement between alternative asset managers and the funds managed in which the asset manager earns a fixed percentage of investment returns over a predetermined hurdle return.
<b>Fee-bearing capital</b>	Fee-bearing capital includes: <ul style="list-style-type: none"> <li>▪ Total capital commitments of venture capital &amp; growth, private equity, and royalties funds during the investment period;</li> <li>▪ Net invested capital of private credit funds, funds which have completed their investment period, separately managed accounts within the credit platform and certain co-investment vehicles;</li> <li>▪ Net asset value of Power Sustainable China, Power Sustainable Energy Infrastructure including direct investments in energy assets, and funds within the real estate platform;</li> <li>▪ Invested capital or gross asset value of assets managed through separately managed accounts within the real estate platform; and</li> <li>▪ Fair value of assets managed on behalf of clients by the wealth management platform.</li> </ul>
<b>Market capitalization</b>	Represents the aggregate market value of a company. Market capitalization is determined at a point in time and represents the number of outstanding shares multiplied by the closing share price.

Term	Definition
<b>Net asset value reported by GBL</b>	<p>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.</p> <ul style="list-style-type: none"> <li>▪ 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.</li> <li>▪ 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.</li> <li>▪ Sienna Investment Managers' assets are valued at the acquisition cost of the management companies, less, where applicable, impairments.</li> </ul> <p>For more information on GBL's net asset value and valuation principles, refer to its website (<a href="http://www.gbl.be">www.gbl.be</a>).</p>
<b>Net asset value of investment funds</b>	Net asset value of investment funds represents the fair value of the investments held within the fund, net of any liabilities.
<b>Net carried interest</b>	Represents carried interest earned, net of direct employee costs which are usually recognized over the vesting period.
<b>Unfunded commitments</b>	Represents the capital that has been committed by limited partners, but not called by the fund. In some cases, unfunded commitments include distributions, which are recallable by the fund.

## Summary of Quarterly Results

	IFRS 17/IFRS 9 Presentation						IFRS 4/IAS 39 Presentation <sup>[1]</sup>	
	2023		2022 (restated)		2021			
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Total revenues <sup>[2]</sup>	7,173	13,226	11,327	1,655	(4,590)	(2,858)	19,475	18,584
Net earnings (attributable to participating shareholders)	501	313	89	643	601	862	626	741
per share – basic	0.75	0.47	0.14	0.96	0.89	1.28	0.93	1.09
per share – diluted	0.75	0.47	0.13	0.96	0.86	1.27	0.91	1.08
Adjusted net earnings (attributable to participating shareholders) <sup>[3]</sup>	847	526	395	520	647	442	676	748
per share – basic <sup>[3]</sup>	1.27	0.79	0.59	0.78	0.97	0.65	1.00	1.10
Adjustments <sup>[3, 4]</sup>	(346)	(213)	(306)	123	(46)	420	(50)	(7)
per share – basic <sup>[3]</sup>	(0.52)	(0.32)	(0.45)	0.18	(0.08)	0.63	(0.07)	(0.01)

[1] The 2021 quarterly results have not been restated to reflect the adoption of IFRS 17 and IFRS 9, as well as to reflect the net earnings (losses) of Putnam as discontinued operations, and are therefore not comparable to the results in subsequent periods. Refer to the Corporation's 2022 Annual MD&A for the presentation of 2022 and 2021 quarterly results pre-adoption.

[2] Total revenues includes net investment income and change in fair value through profit or loss included in the net investment result on the consolidated statements of earnings. Comparative amounts have been restated to reflect Putnam as discontinued operations. Total revenue for the second quarter of 2023 was \$7,173 million and comprises: insurance revenue of \$5,081 million (\$4,762 million in the second quarter of 2022); net investment income of \$2,154 million (\$1,981 million in the second quarter of 2022); a negative change in fair value through profit or loss on investments of \$2,626 million (negative change of \$13,683 million in the second quarter of 2022); and fee and other income of \$2,564 million (\$2,350 million in the second quarter of 2022).

[3] Adjusted net earnings attributable to participating shareholders and adjusted net earnings per share, and adjustments and adjustments per share are non-IFRS financial measures. In the second quarter of 2023, the results of Putnam have been presented as discontinued operations; the comparative results have been restated to exclude net earnings (loss) from discontinued operations related to Putnam from adjusted net earnings. For a definition of these non-IFRS financial measures, please refer to the section "Non-IFRS Financial Measures" in this MD&A.

[4] The Corporation's share of Lifeco, IGM and Sagard and Power Sustainable's Adjustments, including the effect of consolidation, and Adjustments of the Corporation including in relation to its investment in ChinaAMC are as follows:

	IFRS 17/IFRS 9 Presentation						IFRS 4/IAS 39 Presentation <sup>[1]</sup>	
	2023		2022 (restated)		2021			
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Lifeco								
Pre-tax	(364)	(196)	(364)	155	(34)	524	(40)	(3)
Tax effect	74	39	70	(37)	(19)	(109)	2	9
	(290)	(157)	(294)	118	(53)	415	(38)	6
IGM								
Pre-tax	(75)	(9)	(14)	6	9	19	5	-
Tax effect	19	7	2	(1)	(2)	(4)	(2)	-
	(56)	(2)	(12)	5	7	15	3	-
ChinaAMC								
Pre-tax	-	(14)	-	-	-	-	-	-
Tax effect	-	(40)	-	-	-	-	-	-
	-	(54)	-	-	-	-	-	-
Sagard and Power Sustainable								
Pre-tax	-	-	-	-	-	(13)	(19)	-
Tax effect	-	-	-	-	-	3	4	-
	-	-	-	-	-	(10)	(15)	-
Corporate operations								
Pre-tax	-	-	-	-	-	-	-	(13)
Tax effect	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	(13)
	(346)	(213)	(306)	123	(46)	420	(50)	(7)

[1] The 2021 quarterly results have not been restated to reflect the adoption of IFRS 17 and IFRS 9, as well as to reflect the net earnings (losses) of Putnam as discontinued operations, and are therefore not comparable to the results in subsequent periods. Refer to the Corporation's 2022 Annual MD&A for the presentation of 2022 and 2021 quarterly results pre-adoption.

## Condensed Consolidated Balance Sheets

(unaudited) [in millions of Canadian dollars]	June 30, 2023	December 31, 2022 (restated)	January 1, 2022 (restated)
<b>Assets</b>			
Cash and cash equivalents	9,399	9,848	9,509
Investments [Note 5]			
Bonds	152,723	156,460	143,030
Mortgage and other loans	41,972	42,324	34,771
Shares	15,914	15,417	15,360
Investment properties	8,210	8,344	7,763
	218,819	222,545	200,924
Insurance contract assets [Note 8]	1,090	1,140	1,533
Reinsurance contract held assets [Note 9]	16,778	17,571	21,843
Assets held for sale [Note 4]	4,433	-	-
Derivative financial instruments	2,524	2,480	1,049
Investments in jointly controlled corporations and associates [Note 6]	7,398	6,516	7,424
Owner-occupied properties and capital assets	4,613	4,409	3,686
Other assets	25,385	27,572	22,612
Deferred tax assets	1,714	1,505	1,399
Intangible assets	6,687	8,316	7,607
Goodwill	14,497	14,617	12,994
Investments on account of segregated fund policyholders [Note 7]	410,616	387,882	357,419
<b>Total assets</b>	<b>723,953</b>	<b>704,401</b>	<b>647,999</b>
<b>Liabilities</b>			
Insurance contract liabilities [Note 8]	136,774	135,438	157,910
Investment contract liabilities	89,777	94,810	53,694
Reinsurance contract held liabilities [Note 9]	625	537	1,290
Liabilities held for sale [Note 4]	2,424	-	-
Obligations to securitization entities	4,547	4,610	5,058
Power Corporation's debentures and other debt instruments [Note 10]	647	647	647
Non-recourse debentures and other debt instruments [Note 11]	14,802	14,727	12,533
Derivative financial instruments	1,413	1,717	1,063
Other liabilities	20,733	22,168	16,884
Deferred tax liabilities	1,160	1,286	1,181
Insurance contracts on account of segregated fund policyholders [Note 7]	59,220	57,841	65,253
Investment contracts on account of segregated fund policyholders [Note 7]	351,396	330,041	292,166
<b>Total liabilities</b>	<b>683,518</b>	<b>663,822</b>	<b>607,679</b>
<b>Equity</b>			
Stated capital [Note 12]			
Non-participating shares	950	950	954
Participating shares	9,447	9,486	9,603
Retained earnings	9,461	9,099	8,520
Reserves	1,966	2,341	3,009
Total shareholders' equity	21,824	21,876	22,086
Non-controlling interests	18,611	18,703	18,234
<b>Total equity</b>	<b>40,435</b>	<b>40,579</b>	<b>40,320</b>
<b>Total liabilities and equity</b>	<b>723,953</b>	<b>704,401</b>	<b>647,999</b>



## Condensed Consolidated Statements of Earnings

(unaudited) [in millions of Canadian dollars, except per share amounts]	Three months ended June 30,		Six months ended June 30,	
	2023	2022 (restated)	2023	2022 (restated)
<b>Insurance service result</b>				
Insurance revenue [Note 16]	5,081	4,762	10,118	9,542
Insurance service expenses [Note 17]	(3,963)	(3,545)	(7,958)	(7,282)
Net expense from reinsurance contracts	(415)	(419)	(757)	(781)
Total insurance service result	703	798	1,403	1,479
<b>Net investment result [Note 5]</b>				
Net investment income	2,154	1,981	4,304	3,401
Change in fair value through profit or loss	(2,626)	(13,683)	980	(24,984)
	(472)	(11,702)	5,284	(21,583)
Net finance income (expenses) from insurance contracts	631	9,013	(2,939)	17,240
Net finance income (expenses) from reinsurance contracts	(6)	(544)	87	(997)
Changes in investment contract liabilities	286	3,775	(1,596)	6,965
Net investment result	439	542	836	1,625
<b>Net investment result - Insurance contracts on account of segregated fund policyholders</b>				
Net investment income (loss)	914	(4,065)	2,635	(5,449)
Net finance income (expenses) from insurance contracts	(914)	4,065	(2,635)	5,449
Net investment result - Insurance contracts on account of segregated fund policyholders	-	-	-	-
<b>Other revenues</b>				
Fee income	2,377	2,208	4,669	4,336
Other	187	142	328	257
Total fee income and other revenues	2,564	2,350	4,997	4,593
<b>Other expenses</b>				
Operating and administrative expenses [Note 17]	2,829	2,425	5,462	4,647
Financing charges	186	148	377	289
Total other expenses	3,015	2,573	5,839	4,936
Earnings before investments in jointly controlled corporations and associates, and income taxes	691	1,117	1,397	2,761
Share of earnings of investments in jointly controlled corporations and associates [Note 6]	248	45	281	77
Earnings before income taxes	939	1,162	1,678	2,838
Income taxes [Note 19]	88	190	208	455
Net earnings from continuing operations	851	972	1,470	2,383
Net loss from discontinued operations [Note 4]	(71)	(7)	(90)	(7)
<b>Net earnings</b>	780	965	1,380	2,376
<b>Attributable to</b>				
Non-controlling interests	266	351	540	887
Non-participating shareholders	13	13	26	26
Participating shareholders	501	601	814	1,463
	780	965	1,380	2,376
<b>Earnings per participating share [Note 21]</b>				
Net earnings from continuing operations attributable to participating shareholders				
Basic	0.82	0.90	1.31	2.18
Diluted	0.82	0.87	1.31	2.13
Net earnings attributable to participating shareholders				
Basic	0.75	0.89	1.22	2.17
Diluted	0.75	0.86	1.22	2.12

## Condensed Consolidated Statements of Comprehensive Income

(unaudited) [in millions of Canadian dollars]	Three months ended June 30,		Six months ended June 30,	
	2023	2022 (restated)	2023	2022 (restated)
<b>Net earnings</b>	780	965	1,380	2,376
<b>Other comprehensive income (loss)</b>				
<b>Items that may be reclassified subsequently to net earnings</b>				
Net unrealized gains (losses) on FVOCI debt instruments				
Unrealized gains (losses)	(197)	(406)	(12)	(887)
Income tax (expense) benefit	3	79	(40)	174
Realized (gains) losses transferred to net earnings	178	12	214	24
Income tax expense (benefit)	(4)	(2)	(12)	(2)
	(20)	(317)	150	(691)
Net unrealized gains (losses) on available-for-sale investments				
Unrealized gains (losses)	-	34	-	(136)
Income tax (expense) benefit	-	(3)	-	15
Realized (gains) losses transferred to net earnings	-	24	-	88
Income tax expense (benefit)	-	(4)	-	(12)
	-	51	-	(45)
Net unrealized gains (losses) on cash flow hedges				
Unrealized gains (losses)	61	(23)	60	(13)
Income tax (expense) benefit	(13)	13	(21)	8
Realized (gains) losses transferred to net earnings	(17)	13	(45)	6
Income tax expense (benefit)	5	(4)	13	(2)
	36	(1)	7	(1)
Net unrealized foreign exchange gains (losses) on translation of foreign operations				
Unrealized gains (losses) on translation	(350)	(10)	(213)	(596)
Income tax (expense) benefit	-	4	5	8
Unrealized gains (losses) on hedges of net investments in foreign operations	36	91	10	221
Income tax (expense) benefit	(10)	5	(8)	(7)
	(324)	90	(206)	(374)
Share of other comprehensive income (losses) of investments in jointly controlled corporations and associates	(178)	(567)	(110)	(1,075)
Income tax (expense) benefit	-	4	6	7
	(178)	(563)	(104)	(1,068)
<b>Total - items that may be reclassified</b>	<b>(486)</b>	<b>(740)</b>	<b>(153)</b>	<b>(2,179)</b>
<b>Items that will not be reclassified subsequently to net earnings</b>				
Net unrealized gains (losses) on FVOCI equity instruments				
Unrealized gains (losses)	(36)	-	(34)	-
Income tax (expense) benefit	-	-	(2)	-
	(36)	-	(36)	-
Share of other comprehensive income (losses) of investments in jointly controlled corporations and associates	(40)	5	141	5
Actuarial gains (losses) on defined benefit plans [Note 18]	(20)	218	(89)	816
Income tax (expense) benefit	5	(37)	19	(186)
	(15)	181	(70)	630
<b>Total - items that will not be reclassified</b>	<b>(91)</b>	<b>186)</b>	<b>35)</b>	<b>635)</b>
<b>Other comprehensive loss</b>	<b>(577)</b>	<b>(554)</b>	<b>(118)</b>	<b>(1,544)</b>
<b>Comprehensive income</b>	<b>203)</b>	<b>411)</b>	<b>1,262)</b>	<b>832)</b>
<b>Attributable to</b>				
Non-controlling interests	107	265	501	580
Non-participating shareholders	13	13	26	26
Participating shareholders	83	133	735	226
	203	411	1,262	832

## Condensed Consolidated Statements of Changes in Equity

Six months ended June 30, 2023 (unaudited) [in millions of Canadian dollars]	Stated capital				Reserves				Total equity
	Non-participating shares	Participating shares	Retained earnings	Share-based compensation	Other comprehensive income [Note 20]	Total	Non-controlling interests		
<b>Balance, beginning of year (restated)</b>	950	9,486	9,099	378	1,963	2,341	18,703	40,579	
Impact of initial application of IFRS 9 [Note 3]	-	-	282	-	(297)	(297)	(9)	(24)	
Restated balance, beginning of year	950	9,486	9,381	378	1,666	2,044	18,694	40,555	
Net earnings	-	-	840	-	-	-	540	1,380	
Other comprehensive loss	-	-	-	-	(79)	(79)	(39)	(118)	
Comprehensive income (loss)	-	-	840	-	(79)	(79)	501	1,262	
Subordinate voting shares purchased and cancelled under Normal Course Issuer Bid [Note 12]	-	(52)	(71)	-	-	-	-	(123)	
Dividends to shareholders	-	-	-	-	-	-	-	-	
Non-participating shares	-	-	(26)	-	-	-	-	(26)	
Participating shares	-	-	(698)	-	-	-	-	(698)	
Dividends to non-controlling interests	-	-	-	-	-	-	(511)	(511)	
Expense for share-based compensation [Note 13]	-	-	-	36	-	36	17	53	
Stock options exercised	-	13	-	(31)	-	(31)	30	12	
Realized gains on FVOCI equity instruments transferred to retained earnings	-	-	9	-	(9)	(9)	-	-	
Effects of changes in capital and ownership of subsidiaries, and other	-	-	26	2	3	5	(120)	(89)	
<b>Balance, end of period</b>	950	9,447	9,461	385	1,581	1,966	18,611	40,435	

**Condensed Consolidated Statements of Changes in Equity** (continued)

Six months ended June 30, 2022 (unaudited) [in millions of Canadian dollars]	Stated capital			Reserves			Non- controlling interests	Total equity
	Non- participating shares	Participating shares	Retained earnings	Share-based compensation	Other comprehensive income [Note 20]	Total		
<b>Balance, beginning of year</b>	954	9,603	10,807	396	2,579	2,975	19,389	43,728
Impact of initial application of IFRS 17 [Note 3]	-	-	(3,348)	-	-	-	(2,004)	(5,352)
Impact of application of IFRS 9 overlay [Note 3]	-	-	1,061	-	34	34	849	1,944
Restated balance, beginning of year	954	9,603	8,520	396	2,613	3,009	18,234	40,320
Net earnings	-	-	1,489	-	-	-	887	2,376
Other comprehensive loss	-	-	-	-	(1,237)	(1,237)	(307)	(1,544)
Comprehensive income (loss)	-	-	1,489	-	(1,237)	(1,237)	580	832
Subordinate voting shares purchased and cancelled under Normal Course Issuer Bid and other [Note 12]	-	(132)	(242)	-	-	-	-	(374)
Repurchase of shares of the Corporation for cancellation	(4)	-	-	-	-	-	-	(4)
Dividends to shareholders								
Non-participating shares	-	-	(26)	-	-	-	-	(26)
Participating shares	-	-	(665)	-	-	-	-	(665)
Dividends to non-controlling interests	-	-	-	-	-	-	(493)	(493)
Expense for share-based compensation [Note 13]	-	-	-	35	-	35	21	56
Stock options exercised	-	52	-	(33)	-	(33)	28	47
Reclassification of options as cash-settled share-based payments	-	-	(54)	(39)	-	(39)	-	(93)
Effects of changes in capital and ownership of subsidiaries, and other	-	-	21	1	51	52	(76)	(3)
<b>Balance, end of period</b>	950	9,523	9,043	360	1,427	1,787	18,294	39,597

## Condensed Consolidated Statements of Cash Flows

(unaudited) [in millions of Canadian dollars]	Six months ended June 30,	
	2023	2022 (restated)
<b>Operating activities</b>		
Earnings before income taxes	1,563	2,828
Income tax paid, net of refunds	(438)	(397)
Adjusting items		
Change in insurance contract liabilities	1,619	(22,233)
Change in investment contract liabilities	(3,066)	(4,715)
Change in reinsurance contract held liabilities	85	1,489
Change in reinsurance contract held assets	522	1,856
Change in insurance contract assets	(299)	(116)
Change in fair value through profit or loss	(980)	24,984
Other	920	314
	(74)	4,010
<b>Financing activities</b>		
Dividends paid		
Subsidiaries to non-controlling interests	(511)	(493)
Non-participating shares	(26)	(26)
Participating shares	(680)	(668)
	(1,217)	(1,187)
Issue of equity		
Corporation's subordinate voting shares [Note 12]	12	47
Subsidiaries' common shares	170	97
Issuance of investment funds' limited-life and redeemable units	250	266
Repurchase or redemption of equity		
Corporation's subordinate voting shares for cancellation under normal course issuer bid [Note 12]	(123)	(334)
Corporation's non-participating shares	-	(4)
Subsidiaries' common shares	(94)	(116)
Redemption of investment funds' limited-life and redeemable units	(101)	(6)
Non-recourse debentures and other debt instruments [Note 11]		
Issuance of debentures and increase in other debt instruments	1,580	1,441
Repayment of debentures and decrease in other debt instruments	(1,416)	(170)
Repayment of lease liabilities	(53)	(59)
Increase in obligations to securitization entities	409	328
Repayments of obligations to securitization entities and other	(550)	(766)
	(1,133)	(463)
<b>Investment activities</b>		
Dispositions, repayments or maturities		
Bonds	16,474	16,909
Mortgage and other loans	2,524	2,674
Shares	2,929	2,810
Investment properties	92	5
Acquisitions or investments		
Bonds	(13,439)	(14,418)
Mortgage and other loans	(2,379)	(4,270)
Shares	(3,196)	(3,021)
Jointly controlled corporations and associates	(950)	(92)
Investment properties	(146)	(458)
Business acquisitions, net of cash and cash equivalents acquired	(175)	(2,197)
Acquisition of capital assets and other	(644)	(286)
	1,090	(2,344)
Effect of changes in exchange rates on cash and cash equivalents	(74)	(73)
Increase (decrease) in cash and cash equivalents	(191)	1,130
Cash and cash equivalents, beginning of year	9,848	9,509
Cash and cash equivalents from continuing and discontinued operations, end of period	9,657	10,639
Less: Cash and cash equivalents from discontinued operations, end of period [Note 4]	258	-
<b>Cash and cash equivalents from continuing operations, end of period</b>	<b>9,399</b>	<b>10,639</b>
<b>Net cash from operating activities includes</b>		
Interest and dividends received	4,054	2,870
Interest paid	424	364

**Notes to the Interim Condensed Consolidated Financial Statements (unaudited)**

(ALL TABULAR AMOUNTS ARE IN MILLIONS OF CANADIAN DOLLARS, UNLESS OTHERWISE NOTED.)

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The following abbreviations are used in these Consolidated Financial Statements:

Canada Life	The Canada Life Assurance Company	OSFI	Office of the Superintendent of Financial Institutions
ChinaAMC	China Asset Management Co., Ltd.	Parjointco	Parjointco SA
Empower	Empower Annuity Insurance Company of America	Portage Ventures I	Portag3 Ventures Limited Partnership
FVOCI	Fair value through other comprehensive income	Portage Ventures II	Portag3 Ventures II Limited Partnership
FVPL	Fair value through profit or loss	Portage Ventures III	Portage Ventures III Limited Partnership
GBL	Groupe Bruxelles Lambert	Power Corporation or the Corporation	Power Corporation of Canada
IFRS	International Financial Reporting Standards	Power Financial	Power Financial Corporation
IGM or IGM Financial	IGM Financial Inc.	Power Sustainable	Power Sustainable Capital Inc.
IG Wealth Management	Investors Group Inc.	Prudential	Prudential Financial, Inc.
Lifeco	Great-West Lifeco Inc.	Rockefeller	Rockefeller Capital Management
Lion	The Lion Electric Co.	Sagard	Sagard Holdings Inc.
Mackenzie or Mackenzie Investments	Mackenzie Financial Corporation	TSX	Toronto Stock Exchange
Northleaf	Northleaf Capital Group Ltd.	Wealthsimple	Wealthsimple Financial Corp.

**NOTE 1 Corporate Information**

Power Corporation of Canada is a publicly listed company (TSX: POW; POW.PR.E) incorporated and domiciled in Canada and located at 751 Victoria Square, Montréal, Quebec, Canada, H2Y 2J3.

Power Corporation is an international management and holding company that focuses on financial services in North America, Europe and Asia. Its core holdings are leading insurance, retirement, wealth management and investment businesses, including a portfolio of alternative asset investment platforms.

The unaudited Interim Condensed Consolidated Financial Statements (financial statements) of Power Corporation as at and for the three months and six months ended June 30, 2023 were approved by its Board of Directors on August 10, 2023.

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

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**BASIS OF PRESENTATION**

The financial statements of Power Corporation as at June 30, 2023 have been prepared in accordance with International Accounting Standard 34 - *Interim Financial Reporting* (IAS 34) using the same accounting policies as set out in Note 2 to the consolidated financial statements of the Corporation for the year ended December 31, 2022 except as described in the section Changes in Accounting Policies below.

The financial statements include the accounts of Power Corporation and its subsidiaries on a consolidated basis after elimination of intercompany transactions and balances and consolidation adjustments.

The financial statements of Power Corporation include, on a consolidated basis, the results of Power Financial, a reporting issuer in all of the provinces and territories of Canada, and Lifeco and IGM Financial, which are both public companies. The amounts shown on the consolidated balance sheets (balance sheets), consolidated statements of earnings (statements of earnings), consolidated statements of comprehensive income (statements of comprehensive income), consolidated statements of changes in equity (statements of changes in equity) and consolidated statements of cash flows (statements of cash flows) are mainly derived from the publicly disclosed consolidated financial statements of Lifeco and IGM Financial, all as at and for the six months ended June 30, 2023. Certain notes to Power Corporation's financial statements are derived from the notes to the financial statements of Lifeco and IGM Financial.

**SUBSIDIARIES**

Subsidiaries, including controlled investment funds, are entities the Corporation controls when: (i) the Corporation has power over the entity; (ii) it is exposed or has rights to variable returns from its involvement; and (iii) it has the ability to affect those returns through its use of power over the entity. Subsidiaries of the Corporation are consolidated from the date of acquisition, being the date on which the Corporation obtains control, and continue to be consolidated until the date such control ceases. The Corporation reassesses whether or not it controls an entity if facts and circumstances indicate there are changes to one or more of the elements of control.

**JOINTLY CONTROLLED CORPORATIONS AND ASSOCIATES**

Jointly controlled corporations are entities in which unanimous consent is required for decisions relating to relevant activities. Associates are entities in which the Corporation exercises significant influence over the entity's operating and financial policies, without having control or joint control. Investments in jointly controlled corporations and associates are accounted for using the equity method. Under the equity method, the Corporation recognizes its share of net earnings (losses) and other comprehensive income (loss) of the jointly controlled corporations and associates, and dividends received.

In the case of investments in jointly controlled corporations and associates held by entities that meet the definition of a venture capital organization, the Corporation has elected to measure certain of its investments in jointly controlled corporations and associates at fair value through profit or loss.

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**PRINCIPAL SUBSIDIARIES, JOINTLY CONTROLLED CORPORATIONS AND ASSOCIATES**

The financial statements of Power Corporation include the operations of the following direct and indirect subsidiaries and investments in jointly controlled corporations and associates:

Corporation	Classification	Incorporated in	Primary business operation	% equity interest	
				June 30, 2023	December 31, 2022
<b>Holding company</b>					
Power Corporation of Canada	Parent	Canada	Holding company		
Power Financial Corporation	Subsidiary	Canada	Holding company	100.0	100.0
<b>Publicly traded companies</b>					
Great-West Lifeco Inc. <sup>[1][2]</sup>	Subsidiary	Canada	Financial services holding company	70.6	70.6
The Canada Life Assurance Company	Subsidiary	Canada	Insurance and wealth management	100.0	100.0
Irish Life Group Limited	Subsidiary	Ireland	Insurance and wealth management	100.0	100.0
Empower Annuity Insurance Company of America	Subsidiary	United States	Financial services	100.0	100.0
Putnam Investments, LLC <sup>[3]</sup>	Subsidiary	United States	Asset management company	95.7	96.4
IGM Financial Inc. <sup>[4]</sup>	Subsidiary	Canada	Wealth and asset management	66.0	66.1
IG Wealth Management	Subsidiary	Canada	Financial services	100.0	100.0
Mackenzie Financial Corporation	Subsidiary	Canada	Asset management company	100.0	100.0
China Asset Management Co., Ltd. <sup>[2]</sup>	Associate	China	Asset management company	27.8	27.8
Northleaf Capital Group Ltd. <sup>[5]</sup>	Associate	Canada	Alternative asset manager	70.0	70.0
Rockefeller Capital Management	Associate	United States	Financial services advisory	20.5	-
Parjointco SA	Joint control	Belgium	Holding company	50.0	50.0
Groupe Bruxelles Lambert <sup>[6]</sup>	Subsidiary	Belgium	Holding company	31.0	29.8
<b>Alternative asset investment platforms and other</b>					
Power Sustainable Capital Inc.	Subsidiary	Canada	Alternative asset manager	100.0	100.0
Power Sustainable Energy Infrastructure Partnership <sup>[7]</sup>	Subsidiary	Canada	Renewable energy fund	53.8	54.3
Potentia Renewables Inc.	Subsidiary	Canada	Renewable energy	100.0	100.0
Nautilus Solar Energy, LLC	Subsidiary	United States	Renewable energy	100.0	100.0
Sagard Holdings Inc.	Subsidiary	Canada	Holding company	100.0	100.0
Sagard Holdings Management Inc. <sup>[8]</sup>	Subsidiary	Canada	Alternative asset manager	86.4	87.8
Wealthsimple Financial Corp. <sup>[9]</sup>	Subsidiary	Canada	Financial services	54.2	54.3
Portag3 Ventures LP <sup>[10]</sup>	Subsidiary	Canada	Venture capital fund	100.0	100.0
Portag3 Ventures II LP <sup>[11]</sup>	Subsidiary	Canada	Venture capital fund	27.9	27.9
Portage Ventures III LP <sup>[12]</sup>	Subsidiary	Canada	Venture capital fund	15.4	15.4
<b>Standalone Businesses</b>					
LMPG Inc.	Subsidiary	Canada	Lighting solutions	49.6	49.6
Peak Achievement Athletics Inc.	Joint control	Canada	Manufacturer of sports equipment and apparel	42.6	42.6
The Lion Electric Co.	Associate	Canada	Manufacturer of zero-emission vehicles	34.3	35.4

[1] Power Financial holds a 68.2% equity interest and IGM Financial holds a 2.4% equity interest in Lifeco (66.6% and 4.0%, respectively, at December 31, 2022).

[2] On January 12, 2023, the Corporation and IGM completed a transaction under which the interest in ChinaAMC was combined under IGM Financial (13.9% held respectively by Power Corporation and Mackenzie Investments at December 31, 2022). In a separate agreement, IGM sold approximately 15.2 million common shares of Lifeco, representing a 1.6% equity interest in Lifeco, to Power Financial.

[3] Lifeco holds 100% of the voting shares and 95.7% of the total outstanding shares (96.4% at December 31, 2022). On May 31, 2023, Lifeco announced that it had entered into an agreement to sell its interest in Putnam US Holdings I, LLC (Note 4).

[4] Power Financial holds a 62.1% equity interest and Canada Life holds a 3.9% equity interest in IGM Financial (62.2% and 3.9%, respectively, at December 31, 2022).

[5] Represents a 49.9% non-controlling voting interest. Held through an acquisition vehicle 80% owned by Mackenzie Investments and 20% by Lifeco.

[6] Parjointco has a controlling interest in GBL and holds 45.3% of the voting interest (44.0% at December 31, 2022).

[7] Power Corporation holds a 38.9% equity interest and Lifeco holds a 14.9% equity interest in Power Sustainable Energy Infrastructure Partnership (39.4% and 14.9%, respectively, at December 31, 2022).

[8] Power Corporation and Lifeco hold an equity interest of 78.5% and 7.9%, respectively, in Sagard Holdings Management Inc. (80.9% and 6.9%, respectively, at December 31, 2022).

[9] Power Financial, Portage Ventures I and IGM Financial hold an equity interest of 13.5%, 10.8% and 29.9%, respectively, in Wealthsimple (13.5%, 10.8% and 30.0%, respectively, at December 31, 2022).

[10] Power Financial holds a 63.0% equity interest and Lifeco and IGM Financial each hold an equity interest of 18.5% in Portage Ventures I.

[11] Power Financial, Lifeco and IGM Financial each hold an equal equity interest of 7.7% and Sagard holds a 4.7% equity interest in Portage Ventures II.

[12] Sagard, Lifeco and IGM Financial hold an equity interest of 2.4%, 9.0% and 4.0%, respectively, in Portage Ventures III.



**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**CHANGES IN ACCOUNTING POLICIES**

The Corporation and its subsidiaries adopted IFRS 17, *Insurance Contracts* (IFRS 17) and IFRS 9, *Financial Instruments* (IFRS 9), which replaced IFRS 4, *Insurance Contracts* (IFRS 4) and IAS 39, *Financial Instruments: Recognition and Measurement* (IAS 39), respectively, on their effective date of January 1, 2023. The Corporation has also applied IFRS 9 as at January 1, 2023 when applying the equity method of accounting to GBL's results.

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

IFRS 9 includes changes to the accounting of financial instruments for the following:

- i) 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;
- ii) impairment based on an expected loss model; and
- iii) hedge accounting that incorporates the risk management practices of an entity.

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

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

The Corporation adopted the amendments to IAS 12, *Income Taxes* effective May 2023, and has applied the mandatory exception whereby it is not recognizing and disclosing information about deferred tax assets and liabilities related to income taxes arising from tax law to implement the Pillar Two model rules published by the Organization for Economic Co-operation and Development (OECD).

**MATERIAL ACCOUNTING POLICIES**

The following describes the accounting policies materially impacted by the adoption of IFRS 17 and IFRS 9.

**ACCOUNTING POLICIES IMPACTED BY IFRS 9**

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

**EQUITY INSTRUMENTS**

Investments in shares are classified on initial recognition as FVPL unless an irrevocable designation is made to classify an individual instrument as FVOCI. The cumulative gains or losses related to FVOCI equity instruments are not reclassified to the statements of earnings on disposal but rather reclassified to retained earnings when the investment is sold.

**DEBT INSTRUMENTS**

Business models are determined at the level that reflects how groups of financial assets are managed together to achieve business objectives.

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

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

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

- i) it is held in a business model whose objective is to hold to collect contractual cash flows; and
- ii) its contractual terms give rise on specified dates to cash flows that are SPPI on the principal amount outstanding.

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

FVOCI investments are recognized at fair value on the balance sheets with unrealized gains and losses recorded in the statements of comprehensive income. Realized gains and losses on FVOCI debt investments are reclassified from other comprehensive income and recorded in the statements of earnings when the investment is sold.

Any financial asset that does not qualify for measurement at amortized cost or FVOCI is classified as FVPL. For financial instruments that meet the amortized cost or FVOCI criteria, the Corporation and its subsidiaries may designate, at initial recognition, such financial instruments as FVPL if doing so eliminates or significantly reduces an accounting mismatch that would otherwise arise. Investments measured as FVPL are recognized at fair value on the balance sheets with realized and unrealized gains and losses recorded in the statements of earnings.

Interest income earned on bonds and mortgage and other loans is calculated using the effective interest method and is recorded as net investment income in the statements of earnings.

**FAIR VALUE MEASUREMENT**

The Corporation and its subsidiaries maximize the use of observable inputs when measuring fair value. The following is a description of the methodologies used to value instruments carried at fair value.

*Bonds at fair value through profit or loss and fair value through other comprehensive income*

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

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

*Mortgages and other loans at fair value through profit or loss and fair value through other comprehensive income*

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

*Equity-release mortgages at fair value through profit or loss*

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

*Shares at fair value through profit or loss and fair value through other comprehensive income*

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**HEDGE ACCOUNTING**

As permitted under IFRS 9, the Corporation and its subsidiaries elected to continue to apply the hedge accounting principles under IAS 39 instead of those under IFRS 9. The accounting policy for hedge accounting is disclosed in the notes to the consolidated financial statements of the Corporation for the year ended December 31, 2022.

**EXPECTED CREDIT LOSSES**

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

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

**Measurement of Expected Credit Losses**

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

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

Category	Description
Stage 1	<p>Performing financial assets that have not experienced a significant increase in credit risk since initial recognition or have low credit risk are categorized into stage 1.</p> <p>A 12-month ECL allowance is calculated for stage 1 financial assets. To assess if credit risk has increased significantly, the Corporation and its subsidiaries compare the risk of default at initial recognition to the risk as at the current reporting date.</p>
Stage 2	<p>Performing financial assets that have experienced a significant increase in credit risk since initial recognition are categorized into stage 2.</p> <p>A lifetime ECL allowance is calculated for stage 2 financial assets. Financial assets are assessed for a significant increase in credit risk on an individual basis, utilizing the Corporation and its subsidiaries' internal credit risk rating system and the monitoring of timely payments on the assets. Financial assets that have contractual payments more than 30 days past due are generally presumed to have experienced a significant increase in credit risk and are included in stage 2. A financial asset in stage 2 can revert to stage 1 if the credit risk subsequently improves.</p>
Stage 3	<p>Impaired financial assets are categorized into stage 3 and require a lifetime ECL allowance.</p> <p>Financial assets are reviewed on an individual basis at the end of each reporting period to determine whether there is any objective evidence of impairment. The Corporation and its subsidiaries consider various factors in the impairment evaluation process, including, but not limited to, the financial condition of the issuer, specific adverse conditions affecting an industry or region, decline in fair value not related to interest rates, bankruptcy or defaults, and delinquency in payments of interest or principal.</p> <p>Financial assets are deemed to be impaired when there is no longer reasonable assurance of collection. The fair value of a financial asset is not a definitive indicator of impairment, as it may be significantly influenced by other factors, including the remaining term to maturity and liquidity of the asset; however, market price is taken into consideration when evaluating impairment.</p>

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**Presentation of Expected Credit Losses**

The ECL allowance for financial assets classified as FVOCI is recognized in the statements of comprehensive income and does not reduce the carrying value of the asset. Financial assets classified as amortized cost are presented net of the ECL allowance in the balance sheets.

When there is no expectation of recovery, the Corporation and its subsidiaries will partially or fully write off a financial asset against the related allowance for credit loss. Losses arising from impairment are reclassified from other comprehensive income to net earnings. Financial assets that are written off could still be subject to enforcement activities. In subsequent periods, any recoveries of amounts previously written off are credited to the provision for credit losses and are recognized as net investment income in the statements of earnings.

**ACCOUNTING POLICIES IMPACTED BY IFRS 17****CONTRACT CLASSIFICATION****Insurance Contracts**

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

Lifeco determines whether a contract contains significant insurance risk by assessing if an insured event could cause Lifeco to pay to the policyholder additional amounts that are significant in any single scenario with commercial substance, even if the insured event is extremely unlikely or the expected present value of the contingent cash flows is a small proportion of the expected present value of the remaining cash flows from the insurance contract. In making this assessment, Lifeco considers all its substantive rights and obligations, whether they arise from contract, law or regulation.

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

**Reinsurance Contracts Held**

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

**SEPARATING COMPONENTS FROM INSURANCE AND REINSURANCE CONTRACTS**

At inception, the following components from an insurance or reinsurance contract held are separated and accounted for as if they were standalone financial instruments:

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

After separating any financial instrument components, Lifeco also separates any promises to transfer distinct goods or non-insurance services to policyholders and accounts for them as separate contracts with customers in accordance with IFRS 15, *Revenue from Contracts with Customers*. A good or service is distinct if the policyholder can benefit from it either on its own or with other resources that are readily available to the policyholder. A good or service is not distinct and is accounted for together with the insurance component if the cash flows and risks associated with the good or service are highly interrelated with the cash flows and risks associated with the insurance component, and Lifeco provides a significant service of integrating the good or service with the insurance component.

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**LEVEL OF AGGREGATION**

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

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

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

Some reinsurance contracts held provide cover for underlying contracts that are included in different groups. However, these contracts' legal form of a single contract reflects the substance of Lifeco's contractual rights and obligations, considering that the different remaining coverages lapse together and are not sold separately. As a result, the reinsurance contract held is not separated into multiple insurance components that relate to different underlying groups.

**INITIAL RECOGNITION**

A group of insurance contracts that it had issued is recognized from the earliest of:

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

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

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**CONTRACT BOUNDARIES**

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

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

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

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

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

**MEASUREMENT OF INSURANCE CONTRACTS**

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

- The General Measurement Model;
- The Variable Fee Approach; and
- The Premium Allocation Approach.

**GENERAL MEASUREMENT MODEL (GMM)**

The model is applied to Lifeco's medium- to long-term insurance products, such as individual protection, payout annuities, and longevity swaps.

**Initial Measurement**

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

*Fulfillment cash flows*

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

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

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

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

*Contractual service margin*

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

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

*Discount rates*

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

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

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

*Risk adjustment*

The risk adjustment for non-financial risk represents the compensation that Lifeco requires for bearing uncertainty in the amount and timing of insurance contract cash flows due to non-financial risk. Non-financial risks are insurance risks such as life mortality, annuity mortality and morbidity, and other risks such as expense and lapse. The risk adjustment is calculated by applying a margin to non-financial assumptions and discounting the resulting margin cash flows at the same discount rates as the best estimate cash flows. The margins applied reflect diversification benefits across all non-financial risks in Lifeco. Lifeco's target range for the confidence level of the risk adjustment is between the 85th and 90th percentile, and the risk adjustment currently sits within the target range. The confidence level is determined on a net-of-reinsurance basis.



**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)*Insurance acquisition cash flows*

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

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

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

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

**Subsequent Measurement**

The carrying amount of a group of insurance contracts at each reporting date is the sum of the liability for remaining coverage and the liability for incurred claims. The liability for remaining coverage comprises the fulfillment cash flows that relate to services that will be provided under the contracts in future periods and any remaining CSM at that date. The liability for incurred claims comprises the fulfillment cash flows for incurred claims and expenses that have not yet been paid, including claims that have been incurred but not yet reported.

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

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

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

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

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



**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

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

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

**VARIABLE FEE APPROACH (VFA)**

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

**Recognition**

An insurance contract is recognized under the variable fee approach if it meets all of the following conditions at initial recognition:

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

Lifeco performs the test for variable fee approach qualification at initial recognition.

**Initial Measurement**

Similar to the general measurement model, the variable fee approach initially measures the insurance contract liabilities as the fulfillment cash flows plus CSM.

**Subsequent Measurement**

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

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

**Risk Mitigation**

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**PREMIUM ALLOCATION APPROACH (PAA)**

This model is applied to Lifeco's short-term insurance products, such as group life and health.

**Recognition**

*Contracts with coverage periods of one year or less*

The premium allocation approach is applied to measure the liability for remaining coverage of insurance contracts with coverage periods of one year or less.

*Contracts with coverage periods of more than one year*

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

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

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

**Measurement**

*Initial measurement of the liability for remaining coverage*

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

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

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

*Subsequent measurement*

At the end of each reporting period, the liability for remaining coverage for contracts under the premium allocation approach is measured as the carrying amount of the liability for remaining coverage at the beginning of the period, adjusted for the following to:

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

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

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**MEASUREMENT OF REINSURANCE CONTRACTS HELD****General Measurement Model**

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

The carrying amount of a group of reinsurance contracts held at each reporting date is the sum of the remaining coverage component and the incurred claims component. The remaining coverage component comprises:

- The fulfillment cash flows that relate to services that will be received under the contracts in future periods; and
- Any remaining CSM at that date.

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

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

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

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

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

**Premium Allocation Approach**

Lifeco holds reinsurance contracts with the direct insurance contracts it issues. The reinsurance contracts held that are eligible for the premium allocation approach and have underlying direct contracts measured under the premium allocation approach are also classified and measured under the premium allocation approach.

**Onerous Underlying Insurance Contracts**

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

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

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

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

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

**COVERAGE UNITS****Amortization of the Contractual Service Margin**

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

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

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

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

**INSURANCE REVENUE**

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

**INSURANCE FINANCE INCOME OR EXPENSES**

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

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

The Corporation has elected to recognize insurance finance income or expenses in the statements of earnings.

**NET INCOME OR EXPENSE FROM REINSURANCE CONTRACTS HELD**

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

**CONTRACT MODIFICATIONS AND DERECOGNITION****Contract Modifications**

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

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**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

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**Derecognition of Contracts**

A contract is derecognized when it is extinguished, which is when the specified obligations in the contract expire or are discharged or cancelled.

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

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

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

When an insurance contract accounted for under the premium allocation approach is derecognized, adjustments to the fulfillment cash flows to remove related rights and obligations and account for the effect of the derecognition result in the following amounts being charged immediately to the statements of earnings:

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

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)**USE OF SIGNIFICANT JUDGMENTS, ESTIMATES AND ASSUMPTIONS**

In the preparation of the financial statements, management of the Corporation and management of its subsidiaries are required to make significant judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, net earnings, comprehensive income and related disclosures. Key sources of estimation uncertainty and areas where significant judgments have been made by the management of the Corporation and management of its subsidiaries are further described in the relevant accounting policies in the Corporation's consolidated financial statements and notes thereto for the year ended December 31, 2022.

Significant judgments, estimates and assumptions that have changed or are new, including those related to IFRS 17 and IFRS 9, include:

Item or balance affected by judgments or estimates	Applied by	Key judgments or estimates
Discount rates to apply to insurance contract liability cash flows	Management of Lifeco	Determining the discount rates to apply to most insurance contract liability cash flows. Lifeco generally uses the top-down approach for cash flows of non-participating contracts that do not depend on underlying items. Applying this approach, Lifeco uses the yield curve implied in a reference portfolio of assets and adjusts it to exclude the effects of risks (e.g., credit risk) present in the cash flows from the financial instruments that are part of the reference portfolio, but not in the insurance cash flows. One of the key sources of estimation uncertainty is estimating the market risk premiums for credit risk of the underlying items that are only relevant to assets included in the reference portfolio, but not to the non-participating contracts. For some products, discount rates are set using a bottom-up approach, based on risk-free rates, plus an illiquidity premium, which also requires judgment.

The following table provides the lower and upper end of the range of the spot rates used by Lifeco to discount liability cash flows by major currency:

June 30, 2023		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	6.6%	5.0%	4.7%	4.6%	4.5%	4.8%
	Upper	7.0%	5.4%	5.1%	5.1%	4.9%	5.0%
USD	Lower	6.6%	5.3%	5.0%	5.4%	5.0%	4.8%
	Upper	7.0%	5.8%	5.4%	5.8%	5.4%	5.1%
EUR	Lower	3.6%	2.8%	2.6%	2.7%	3.0%	4.3%
	Upper	5.3%	4.4%	4.3%	4.4%	4.4%	4.6%
GBP	Lower	6.0%	5.3%	4.9%	5.1%	4.9%	4.0%
	Upper	7.1%	6.4%	6.0%	6.2%	6.0%	5.2%

December 31, 2022		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	5.9%	4.8%	4.8%	4.9%	4.7%	5.0%
	Upper	6.3%	5.3%	5.3%	5.3%	5.2%	5.1%
USD	Lower	5.9%	5.3%	5.1%	5.6%	5.2%	4.9%
	Upper	6.3%	5.7%	5.5%	6.0%	5.6%	5.0%
EUR	Lower	2.5%	2.8%	2.8%	2.9%	3.1%	4.3%
	Upper	4.2%	4.5%	4.5%	4.6%	4.5%	4.6%
GBP	Lower	4.0%	4.2%	4.3%	4.6%	4.4%	3.8%
	Upper	5.3%	5.4%	5.5%	5.9%	5.7%	5.1%

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

Forward rates were disclosed in the March 31, 2023 interim unaudited financial statements. Spot rates are now presented to better illustrate the discount rates applied. There has been no impact to the calculation of insurance contract liabilities.

**NOTE 2 Basis of Presentation and Summary of Material Accounting Policies** (continued)

Item or balance affected by judgments or estimates	Applied by	Key judgments or estimates
Classification of insurance and reinsurance contracts	Management of Lifeco	Determining whether arrangements should be accounted for as insurance, investment or service contracts.
Valuation of insurance and certain investment contract liabilities	Management of Lifeco	Determining the actuarial assumptions, including mortality, longevity, morbidity, expense and policyholder behaviour (Note 8).
Coverage units	Management of Lifeco	Determining the coverage units, which are based on an estimate of the quantity of coverage provided by the contracts in a group, considering the quantity of benefits provided and the expected coverage duration.
Risk adjustment for non-financial risk	Management of Lifeco	Judgment is required in reflecting diversification and calculating the confidence level.
Onerous contracts	Management of Lifeco	Determining at what level of granularity sufficient information is available to conclude that all contracts within a set will be in the same group. The determination of whether a contract or a group of contracts is onerous is based on the expectations as at the date of initial recognition, with fulfillment cash flow expectations determined on a probability-weighted basis. Lifeco determines the appropriate level at which reasonable and supportable information is available to make this assessment.
Application of the retrospective approach in the transition to IFRS 17	Management of Lifeco	Determining that obtaining reasonable and supportable information to apply the full retrospective approach was impracticable without undue cost or effort for contracts issued more than several years prior to the IFRS 17 effective date.
Measurement of impairment losses	Management of the Corporation and of its subsidiaries	Judgment is required on measurement of impairment losses under IFRS 9 across relevant financial assets, in particular for the estimation of the amount and timing of future cash flows when determining impairment losses and the assessment of a significant increase in credit risk.
Assets and liabilities held for sale	Management of Lifeco	Judgment is required in determining the assets and liabilities to be included in a disposal group. Estimation is required in the determination of the fair value for disposal groups, including contingent consideration and costs to sell (Note 4).

**FUTURE ACCOUNTING CHANGES**

The Corporation and its subsidiaries monitor changes in IFRS, both proposed and released, by the International Accounting Standards Board (IASB) and analyze the effect that changes in the standards may have on the consolidated financial statements when they become effective. The following sets out standards released and updates since the December 31, 2022 financial statements.

Standard	Summary of future changes
IAS 7 – <i>Statement of Cash Flows</i> and IFRS 7 – <i>Financial Instruments: Disclosures</i>	In May 2023, the IASB published amendments to IAS 7, <i>Statement of Cash Flows</i> and IFRS 7, <i>Financial Instruments: Disclosure</i> . The amendments require an entity to provide additional disclosures about its supplier finance arrangements.
IFRS 7 – <i>Financial Instruments: Disclosures</i>	These amendments are effective for annual reporting periods beginning on or after January 1, 2024, with earlier application permitted. The Corporation and its subsidiaries are evaluating the impact of the adoption of these amendments.

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**NOTE 3 Adoption of IFRS 17, *Insurance Contracts* and IFRS 9, *Financial Instruments***

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**IFRS 17**

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

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

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

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

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

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

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

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

**IFRS 9**

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

Upon adoption of IFRS 9, the Corporation elected to present comparative information for certain of its financial assets, primarily those held by Lifeco, as if the classification and measurement requirements of IFRS 9 had been applied in the comparative period, on an instrument-by-instrument basis, as permitted by the amendment to IFRS 17 published by the IASB in December 2021.



**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)**IMPACT ON OPENING BALANCE SHEET**

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

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

Condensed Consolidated Balance Sheets	December 31, 2021 (as reported under IFRS 4 and IAS 39)	Asset / liability reclassification	IFRS 9 overlay measurement	IFRS 17 measurement	Income tax	January 1, 2022 (restated for IFRS 17 and IFRS 9)
<b>Assets</b>						
Bonds	140,987	-	2,043	-	-	143,030
Mortgage and other loans	34,266	-	505	-	-	34,771
Shares	15,318	16	26	-	-	15,360
Insurance contract assets	-	1,533	-	-	-	1,533
Other assets						
Impacted by IFRS 17 and IFRS 9	67,677	(18,723)	-	697	269	49,920
Not impacted by IFRS 17 and IFRS 9	45,966	-	-	-	-	45,966
Investments on account of segregated fund policyholders	357,419	-	-	-	-	357,419
<b>Total assets</b>	<b>661,633</b>	<b>(17,174)</b>	<b>2,574</b>	<b>697</b>	<b>269</b>	<b>647,999</b>
<b>Liabilities</b>						
Insurance contract liabilities	208,378	(57,284)	-	6,816	-	157,910
Investment contract liabilities	12,455	41,239	-	-	-	53,694
Reinsurance contract held liabilities	-	1,290	-	-	-	1,290
Other liabilities						
Impacted by IFRS 17 and IFRS 9	11,726	(1,874)	-	-	(413)	9,439
Not impacted by IFRS 17 and IFRS 9	27,927	-	-	-	-	27,927
Insurance and investment contracts on account of segregated fund policyholders	357,419	(357,419)	-	-	-	-
Insurance contracts on account of segregated fund policyholders	-	65,253	-	-	-	65,253
Investment contracts on account of segregated fund policyholders	-	292,166	-	-	-	292,166
<b>Total liabilities</b>	<b>617,905</b>	<b>(16,629)</b>	<b>-</b>	<b>6,816</b>	<b>(413)</b>	<b>607,679</b>
<b>Total equity</b>	<b>43,728</b>	<b>(545)</b>	<b>2,574</b>	<b>(6,119)</b>	<b>682</b>	<b>40,320</b>
<b>Total liabilities and equity</b>	<b>661,633</b>	<b>(17,174)</b>	<b>2,574</b>	<b>697</b>	<b>269</b>	<b>647,999</b>

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

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

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

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

**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)

IFRS 17 adjustments mainly resulted in an increase to insurance contract liabilities of \$6.8 billion, which is primarily the result of the establishment of CSM for in-force contracts of \$4.1 billion associated with shareholders' equity and \$4.4 billion associated with non-controlling interests, partially offset by risk adjustments related to the transition from IFRS 4 to IFRS 17 of \$1.4 billion associated with shareholders' equity and \$0.6 billion associated with non-controlling interests. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital.

Total equity decreased by \$3.4 billion, consisting of a \$2.3 billion reduction to shareholders' equity and a \$1.1 billion reduction to non-controlling interests.

Shareholders' equity decreased by \$2.3 billion, primarily due to the establishment of the CSM of \$4.4 billion and the adjustment for differences in the discount rate of \$1.3 billion, offset by increases due to the transition of risk adjustments from IFRS 4 to IFRS 17 of \$1.4 billion and the impact of the initial application of the IFRS 9 overlay of \$1.5 billion. All other impacts, including taxes, adjustments for non-attributable expenses and from reclassifications, totalled an increase of \$0.5 billion.

The non-controlling interests decrease of \$1.1 billion was due to the impact of the initial application of IFRS 17 of \$2.0 billion, offset by the impact of the application of the IFRS 9 overlay of \$0.9 billion.

**RECONCILIATION OF NET EARNINGS FROM IFRS 4 AND IAS 39 TO IFRS 17 AND IFRS 9 OVERLAY**

For the year ended	December 31, 2022
<b>Net earnings under IFRS 4 and IAS 39, previously reported</b>	3,543
Impact of initial application of IFRS 17 and IFRS 9 overlay:	
Deferral of new business gains within CSM	(170)
CSM recognized in the period, net of impact of changes in liabilities for insurance-related risks	157
Changes in impacts from assumption changes and management actions	(131)
Changes in market-related impacts	653
Attributable to Lifeco's participating account surplus in subsidiaries	(390)
Other, including changes in insurance experience impacts	181
Tax impacts	(167)
Restated net earnings under IFRS 17 and IFRS 9 overlay	3,676

**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)**CSM MOVEMENT BY MEASUREMENT COMPONENT UPON TRANSITION****INSURANCE CONTRACTS****Insurance contracts under fair value approach**

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

**Other insurance contracts**

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

Net closing balance, as at December 31, 2022	14,134
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**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)**REINSURANCE CONTRACTS HELD****Reinsurance contracts held under fair value approach**

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

**Other reinsurance contracts held**

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

Net closing balance, as at December 31, 2022	1,011
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**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)**TRANSITION TO IFRS 9****EFFECT OF INITIAL APPLICATION**

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

Financial Assets	Classification	
	IAS 39	IFRS 9
Bonds	Designated as fair value through profit or loss	Designated as fair value through profit or loss Fair value through other comprehensive income
	Classified as fair value through profit or loss	Classified as fair value through profit or loss
	Available for sale	Classified as fair value through profit or loss Fair value through other comprehensive income Amortized cost
	Loans and receivables	Designated as fair value through profit or loss Fair value through other comprehensive income Amortized cost
Mortgage and other loans	Designated as fair value through profit or loss	Classified as fair value through profit or loss
	Available for sale	Classified as fair value through profit or loss
	Loans and receivables	Designated as fair value through profit or loss Fair value through other comprehensive income Amortized cost
Shares	Designated as fair value through profit or loss	Classified as fair value through profit or loss
	Available for sale	Classified as fair value through profit or loss Fair value through other comprehensive income

**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)**Reconciliation of carrying value of assets from IAS 39 to IFRS 9**

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

	IAS 39 December 31, 2022	Reclassification	Remeasurement	IFRS 9 January 1, 2023
<b>Fair value through profit or loss</b>				
Bonds				
Designated <sup>[1]</sup>	113,511	(544)	-	112,967
Reclassified from loans and receivables	-	33,570	(3,480)	30,090
Total designated	113,511	33,026	(3,480)	143,057
Classified	261	-	-	261
Reclassified from available for sale	-	67	-	67
Total classified	261	67	-	328
Mortgage and other loans				
Designated	3,230	(3,230)	-	-
Reclassified from loans and receivables	-	31,310	(2,297)	29,013
Total designated	3,230	28,080	(2,297)	29,013
Reclassified from designated as fair value through profit or loss	-	3,230	6	3,236
Reclassified from available for sale	-	240	-	240
Total classified	-	3,470	6	3,476
Shares				
Classified	663	-	-	663
Reclassified from designated as fair value through profit or loss	13,564	-	-	13,564
Reclassified from available for sale	-	542	33	575
Total classified	14,227	542	33	14,802
Total fair value through profit or loss	131,229	65,185	(5,738)	190,676
<b>Fair value through other comprehensive income</b>				
Bonds				
Reclassified from available for sale	-	11,797	-	11,797
Reclassified from designated as fair value through profit or loss <sup>[1]</sup>	-	544	-	544
Reclassified from loans and receivables	-	376	(16)	360
	-	12,717	(16)	12,701
Mortgage and other loans				
Reclassified from loans and receivables	-	662	(41)	621
Shares				
Reclassified from available for sale	-	615	-	615
Total fair value through other comprehensive income	-	13,994	(57)	13,937

[1] An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as fair value through profit or loss were overstated by \$544 million and bonds classified as fair value through other comprehensive income were understated by \$544 million.

**NOTE 3 Adoption of IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments** (continued)

	IAS 39 December 31, 2022	Reclassification	Remeasurement	IFRS 9 January 1, 2023
<b>Available for sale</b>				
Bonds				
Brought forward	12,222	-	-	12,222
Reclassified to fair value through profit or loss	-	(67)	-	(67)
Reclassified to fair value through other comprehensive income	-	(11,797)	-	(11,797)
Reclassified to amortized cost	-	(358)	-	(358)
	12,222	(12,222)	-	-
Mortgage and other loans				
Brought forward	240	-	-	240
Reclassified to fair value through profit or loss	-	(240)	-	(240)
	240	(240)	-	-
Shares				
Brought forward	1,157	-	-	1,157
Reclassified to fair value through profit or loss	-	(542)	-	(542)
Reclassified to fair value through other comprehensive income	-	(615)	-	(615)
	1,157	(1,157)	-	-
<b>Total available for sale</b>	<b>13,619</b>	<b>(13,619)</b>	<b>-</b>	<b>-</b>
<b>Amortized cost</b>				
Bonds				
Brought forward: Loans and receivables	33,962	-	-	33,962
Reclassified from available for sale	-	358	(6)	352
Reclassified to fair value through profit or loss	-	(33,570)	-	(33,570)
Reclassified to fair value through other comprehensive income	-	(376)	-	(376)
	33,962	(33,588)	(6)	368
Mortgage and other loans				
Brought forward: Loans and receivables	41,186	-	-	41,186
Reclassified to fair value through profit or loss	-	(31,310)	-	(31,310)
Reclassified to fair value through other comprehensive income	-	(662)	-	(662)
	41,186	(31,972)	-	9,214
<b>Total amortized cost</b>	<b>75,148</b>	<b>(65,560)</b>	<b>(6)</b>	<b>9,582</b>

The adoption of IFRS 9, on January 1, 2023, resulted in a reclassification of available-for-sale investments to fair value through profit or loss investments and has led to a reclassification of the investment revaluation reserves to retained earnings of \$305 million.

**Allowance for credit losses**

Financial assets measured at fair value through profit or loss are not subject to the ECL model. The ECL model only applies to fair value through other comprehensive income and amortized cost assets, and the value of ECL allowances upon adoption of IFRS 9 at January 1, 2023 of \$38 million was not materially different from the allowances that were carried under IAS 39. Of the ECL allowance of \$38 million at January 1, 2023, \$6 million was stage 1 and \$32 million was stage 2.

The ECL allowance was \$37 million at June 30, 2023, of which \$5 million was stage 1 and \$32 million was stage 2.

**NOTE 4 Business Acquisitions and Other Transactions****LIFECO****Putnam U.S. Holdings I, LLC**

On May 31, 2023, Lifeco announced that it had reached an agreement to sell Putnam U.S. Holdings I, LLC (Putnam Investments), excluding PanAgora Holdings Inc. and its subsidiary PanAgora Asset Management Inc. (collectively, PanAgora) to Franklin Resources, Inc. (Franklin Templeton), in exchange for Franklin Templeton common shares, cash and contingent consideration, for an estimated transaction consideration of US\$1.5 billion (approximately \$2.0 billion). Lifeco will retain its controlling interest in PanAgora, a quantitative asset manager, and certain assets, including deferred tax assets, related to Putnam Investments. The total transaction consideration and retained value is estimated to be US\$1.7 billion to US\$1.8 billion.

The Corporation, Lifeco and Franklin Templeton have entered into a strategic partnership to distribute Franklin Templeton products. Lifeco will also provide an initial long-term asset allocation amount of US\$25 billion assets under management to Franklin's specialist investment managers within 12 months of closing, and will hold shares representing a 4.9% interest in Franklin Templeton shares for a minimum 5-year period. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions.

The net losses and cash flows of Putnam Investments have been classified as discontinued operations within the Lifeco segment, and the related assets and liabilities have been classified as held for sale. Disposal groups are classified as held for sale when the carrying amount will be recovered through a sale transaction rather than continuing use. The fair value of a disposal group is measured at the lower of its carrying amount and fair value less costs to sell.

Net loss from discontinued operations are as follows:

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
<b>Revenues</b>				
Net investment result	13	(15)	19	(22)
Fee income and other	245	246	488	508
	258	231	507	486
<b>Expenses</b>				
Operating and administrative expenses	254	235	517	484
Acquisition and divestiture costs	92	-	92	-
Amortization of finite life intangible assets	7	6	13	12
	353	241	622	496
Loss before income taxes	(95)	(10)	(115)	(10)
Income tax benefit	(24)	(3)	(25)	(3)
Net loss from discontinued operations	(71)	(7)	(90)	(7)
Attributable to:				
Non-controlling interests	(23)	(2)	(29)	(2)
Participating shareholders	(48)	(5)	(61)	(5)
	(71)	(7)	(90)	(7)

Included within the Corporation's cash flows are the following amounts attributable to discontinued operations:

	Six months ended June 30,	
	2023	2022
Operating activities	79	35
Financing activities	(67)	(64)
Effect of changes in exchange rates on cash and cash equivalents	(5)	4
Net increase (decrease) in cash and cash equivalents	7	(25)



**NOTE 4 Business Acquisitions and Other Transactions** (continued)

Assets and liabilities held for sale are as follows:

	June 30, 2023
<b>Assets</b>	
Cash and cash equivalents	258
Shares	97
Owner-occupied properties and capital assets	54
Other assets	2,441
Intangible assets	1,583
<b>Assets classified as held for sale</b>	<b>4,433</b>
<b>Liabilities</b>	
Other liabilities	2,424
<b>Liabilities classified as held for sale</b>	<b>2,424</b>

**Value Partners Group Inc.**

On June 13, 2023, Lifeco announced that Canada Life, a subsidiary of Lifeco, had reached an agreement to acquire Value Partners Group Inc., a Winnipeg-based investment firm that serves clients with complex and sophisticated wealth needs. The acquisition extends Canada Life's wealth management reach and capabilities. The acquisition will be financed with Lifeco's existing resources and is not material to the Corporation. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions (including approval from the Toronto Stock Exchange).

**U.S. Individual Life and Annuity Business Reinsurance Agreement**

On June 1, 2019, Empower sold, via indemnity reinsurance, substantially all of its individual life insurance and annuity business to Protective Life Insurance Company (Protective Life). In connection with this transaction, Empower provided standard indemnities to the buyer. In 2022, Protective Life made claims under those indemnities. Although it is continuing to review the claims, Lifeco has established a provision, included in other liabilities, for the aggregate potential liability for the claims using available information.

**LIFECO AND IGM****Acquisition of Investment Planning Counsel**

On April 3, 2023, Lifeco and IGM announced that they have entered into an agreement whereby Lifeco will acquire 100% of Investment Planning Counsel Inc. (IPC), an independent wealth management firm, from IGM, for cash consideration of \$575 million, subject to adjustments. The acquisition extends Canada Life's wealth management reach and capabilities.

This is a related party transaction, and therefore, the transaction was reviewed and approved by the appropriate related party and conduct review committee. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions.

The Corporation currently consolidates IPC and therefore the transaction will not have a significant impact on the consolidated statements of earnings and balance sheets.

*Subsequent event***SAGARD HOLDINGS MANAGEMENT INC.**

In July 2023, Sagard Holdings Management Inc. (SHMI), announced new strategic partnerships with ADQ, an Abu Dhabi-based investment and holding company, and Bank of Montreal (BMO). As part of this transaction, SHMI has also expanded its existing partnership with Lifeco. ADQ and BMO have respectively entered into definitive agreements to each acquire a minority equity interest in SHMI, and Lifeco has agreed to increase its existing minority equity interest. In addition, the strategic partners have agreed to make respective commitments of additional long-term capital in SHMI's existing and future investment strategies.

The transaction is expected to close in the third quarter of 2023, subject to customary closing conditions including regulatory approvals and is not material to the Corporation. On closing, the Corporation will remain the controlling shareholder of SHMI.

**NOTE 5 Investments****CARRYING VALUES AND FAIR VALUES**

Carrying values and estimated fair values of investments are as follows:

	June 30, 2023		December 31, 2022 <sup>[1]</sup>	
	Carrying value	Fair value	Carrying value	Fair value
<b>Bonds</b>				
Designated as fair value through profit or loss <sup>[2]</sup>	140,566	140,566	143,057	143,057
Classified as fair value through profit or loss	216	216	328	328
Fair value through other comprehensive income <sup>[2]</sup>	11,533	11,533	12,701	12,701
Available for sale	-	-	358	358
Amortized cost	408	408	-	-
Loans and receivables	-	-	16	16
	152,723	152,723	156,460	156,460
<b>Mortgage and other loans</b>				
Designated as fair value through profit or loss	28,316	28,316	29,118	29,118
Classified as fair value through profit or loss	3,706	3,706	3,371	3,371
Fair value through other comprehensive income	571	571	621	621
Amortized cost	9,379	8,447	4,192	3,577
Loans and receivables	-	-	5,022	4,905
	41,972	41,040	42,324	41,592
<b>Shares</b>				
Designated as fair value through profit or loss	-	-	398	398
Classified as fair value through profit or loss	15,358	15,358	14,055	14,055
Fair value through other comprehensive income	556	556	-	-
Available for sale	-	-	964	964
	15,914	15,914	15,417	15,417
<b>Investment properties</b>	8,210	8,210	8,344	8,344
	218,819	217,887	222,545	221,813

[1] The Corporation has elected to apply the overlay approach on an instrument-by-instrument basis and has presented the comparative information for the classification and measurement requirements of IFRS 9 for certain investments.

[2] An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as fair value through profit or loss were overstated by \$544 million and bonds classified as fair value through other comprehensive income were understated by \$544 million.

**NOTE 5 Investments** (continued)**NET INVESTMENT INCOME**

Three months ended June 30, 2023	Bonds	Mortgage and other loans	Shares	Investment properties	Other	Total
Net investment income						
Investment income earned	1,708	359	169	131	38	2,405
Net realized losses on sale of fair value through other comprehensive income assets	(178)	-	-	-	-	(178)
Gain from derecognized financial assets at amortized cost	-	8	-	-	-	8
Net expected credit loss recovery (charge)	(1)	1	-	-	-	-
Other income (expenses)	-	3	(7)	(50)	(27)	(81)
	1,529	371	162	81	11	2,154
Change in fair value through profit or loss	(2,337)	(581)	148	(72)	216	(2,626)
Net investment income (loss)	(808)	(210)	310	9	227	(472)
Six months ended June 30, 2023	Bonds	Mortgage and other loans	Shares	Investment properties	Other	Total
Net investment income						
Investment income earned	3,301	707	281	251	144	4,684
Net realized losses on sale of fair value through other comprehensive income assets	(214)	-	-	-	-	(214)
Gain from derecognized financial assets at amortized cost	-	8	-	-	-	8
Net expected credit loss recovery (charge)	(1)	2	-	-	-	1
Other income (expenses)	-	2	(7)	(94)	(76)	(175)
	3,086	719	274	157	68	4,304
Change in fair value through profit or loss	512	(133)	472	(212)	341	980
Net investment income (loss)	3,598	586	746	(55)	409	5,284
Three months ended June 30, 2022 <sup>[1]</sup>	Bonds	Mortgage and other loans	Shares	Investment properties	Other	Total
Net investment income						
Investment income earned	1,444	320	89	112	128	2,093
Net realized losses on available-for-sale assets	-	-	(38)	-	-	(38)
Net realized losses on sale of fair value through other comprehensive income assets	(13)	-	-	-	-	(13)
Gains on sale of amortized cost assets	-	-	-	-	14	14
Net allowance for credit losses	-	(11)	-	-	-	(11)
Other income (expenses)	-	(3)	2	(32)	(31)	(64)
	1,431	306	53	80	111	1,981
Change in fair value through profit or loss	(10,801)	(1,238)	(1,262)	92	(474)	(13,683)
Net investment income (loss)	(9,370)	(932)	(1,209)	172	(363)	(11,702)
Six months ended June 30, 2022 <sup>[1]</sup>	Bonds	Mortgage and other loans	Shares	Investment properties	Other	Total
Net investment income						
Investment income earned	2,498	559	165	221	231	3,674
Net realized losses on available-for-sale assets	-	-	(104)	-	-	(104)
Net realized losses on sale of fair value through other comprehensive income assets	(25)	-	-	-	-	(25)
Gains on sale of amortized cost assets	-	8	-	-	14	22
Net allowance for credit losses	-	(11)	-	-	-	(11)
Other income (expenses)	-	1	2	(71)	(87)	(155)
	2,473	557	63	150	158	3,401
Change in fair value through profit or loss	(20,902)	(2,576)	(862)	412	(1,056)	(24,984)
Net investment income (loss)	(18,429)	(2,019)	(799)	562	(898)	(21,583)

[1] The Corporation has elected to apply the overlay approach on an instrument-by-instrument basis and therefore includes the application of the IFRS 9 overlay for certain instruments.

**NOTE 5 Investments** (continued)

Investment income from bonds and mortgage and other loans includes interest income and premium and discount amortization. Income from shares includes dividends and distributions from equity investment funds and gains realized on deconsolidation of subsidiaries and investment funds. Investment properties income includes rental income earned on investment properties, ground rent income earned on leased and subleased land, fee recoveries, lease cancellation income, and interest and other investment income earned on investment properties. Other income includes foreign exchange gains and losses, income earned from derivative financial instruments and other miscellaneous income.

**NET INVESTMENT RESULT**

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Investment return				
Net investment income	2,154	1,981	4,304	3,401
Changes in fair value through profit or loss	(2,626)	(13,683)	980	(24,984)
Total investment return	(472)	(11,702)	5,284	(21,583)
Net finance income (expenses) from insurance contracts				
Changes in fair value of underlying items of direct participating contracts	(94)	2,595	(1,519)	4,183
Effects of risk mitigation option	65	59	40	184
Interest accreted	(992)	(711)	(1,722)	(1,258)
Effect of changes in discount rates and other financial assumptions	1,644	7,033	247	14,109
Effect of measuring changes in estimates at current rates and adjusting the CSM at rates on initial recognition	8	37	15	22
Total net finance income (expenses) from insurance contracts	631	9,013	(2,939)	17,240
Net finance income (expenses) from reinsurance contracts				
Interest accreted	78	97	83	198
Other	(84)	(641)	4	(1,195)
Total net finance income (expenses) from reinsurance contracts	(6)	(544)	87	(997)
Effect of change in non-performance risk of reinsurers	-	-	-	-
Total net finance income (expenses) from reinsurance contracts in the statements of earnings and of comprehensive income	(6)	(544)	87	(997)
Changes in investment contract liabilities	286	3,775	(1,596)	6,965
Net investment result	439	542	836	1,625

**NOTE 6 Investments in Jointly Controlled Corporations and Associates**

The carrying values of the investments in jointly controlled corporations and associates are as follows:

June 30, 2023	Jointly controlled corporations					Associates		Total
	Parjointco	Other <sup>[2]</sup>	ChinaAMC	Lion	Northleaf	Rockefeller	Other <sup>[2]</sup>	
Carrying value, beginning of year	3,314	443	1,570	234	285	-	670	6,516
Acquisition and investments	-	78	-	-	-	856	16	950
Disposal	-	-	-	-	-	-	(97)	(97)
Share of earnings (losses) <sup>[1]</sup>	109	25	57	(12)	8	(2)	96	281
Share of other comprehensive income (loss) <sup>[1]</sup>	149	(3)	(105)	3	-	(12)	(1)	31
Dividends and distributions	(92)	(1)	(69)	-	-	-	-	(162)
Effects of changes in ownership and other	18	(134)	-	-	-	-	(5)	(121)
Carrying value, end of period	3,498	408	1,453	225	293	842	679	7,398

June 30, 2022	Jointly controlled corporations					Associates		Total
	Parjointco	Other <sup>[2]</sup>	ChinaAMC	Lion	Northleaf	Other <sup>[2]</sup>		
Carrying value, beginning of year	4,278	428	1,535	334	259	590	7,424	
Acquisition and investments	-	32	-	-	-	60	92	
Disposal	-	-	-	-	-	(32)	(32)	
Share of earnings (losses)	(13)	9	55	17	10	(1)	77	
Share of other comprehensive income (loss)	(1,013)	(4)	(49)	(3)	-	(1)	(1,070)	
Dividends and distributions	(84)	(36)	(62)	-	-	-	(182)	
Effects of changes in ownership and other	48	-	-	-	-	3	51	
Carrying value, end of period	3,216	429	1,479	348	269	619	6,360	

[1] IFRS 9 was adopted on January 1, 2023. The comparative information is in accordance with IAS 39.

[2] Includes investments in jointly controlled corporations and associates held by entities that meet the definition of a venture capital organization, which have been elected to be measured at fair value through profit or loss.

**CHINAAMC**

On January 12, 2023, IGM acquired a 13.9% equity interest in ChinaAMC from Power Corporation for an aggregate consideration of \$1.15 billion in cash, increasing IGM's equity interest in ChinaAMC from 13.9% to 27.8%. The consolidated financial statements continue to include a 27.8% equity interest in ChinaAMC through the Corporation's interest in IGM; this transaction did not have a significant impact on the consolidated statements of earnings and balance sheets.

**ROCKEFELLER CAPITAL MANAGEMENT**

On April 3, 2023, IGM acquired a 20.5% equity interest in Rockefeller Capital Management, a leading U.S. independent financial services advisory firm focused on the high-net-worth and ultra-high-net-worth segments, for cash consideration of US\$622 million.

**BELLUS HEALTH INC.**

The Corporation held an investment in Bellus Health Inc. (Bellus), a Canada-based late-stage biopharmaceutical company, which was accounted for as an associate with a carrying value of nil at December 31, 2022. On June 28, 2023, Bellus completed a transaction in which it was acquired by GSK plc for US\$14.75 per share in cash. In the second quarter, the Corporation recognized a recovery of \$97 million related to the transaction in the statements of earnings.

**NOTE 7 Segregated Funds and Other Structured Entities**

The following presents details of the investments, determined in accordance with the relevant statutory reporting requirements of each region of Lifeco's operations, on account of segregated fund policyholders:

**INVESTMENTS ON ACCOUNT OF SEGREGATED FUND POLICYHOLDERS**

	June 30, 2023	December 31, 2022 <sup>[1]</sup>
Cash and cash equivalents	14,764	14,562
Bonds	71,764	69,371
Mortgage loans	2,012	2,159
Shares and units in unit trusts	125,599	117,863
Mutual funds	182,364	168,459
Investment properties	12,693	13,035
	409,196	385,449
Accrued income	798	692
Other liabilities	(4,578)	(4,647)
Non-controlling mutual fund interest	5,200	6,388
<b>Total<sup>[2]</sup></b>	<b>410,616</b>	<b>387,882</b>

[1] The Corporation has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Corporation.

[2] At June 30, 2023, \$66,402 million of investments on account of segregated fund policyholders are reinsured by Lifeco on a modified co-insurance basis (\$66,283 million at December 31, 2022). Included in this amount are \$118 million of cash and cash equivalents, \$11,607 million of bonds, \$16 million of shares and units in unit trusts, \$54,579 million of mutual funds, \$93 million of accrued income and \$11 million of other liabilities.

**INSURANCE AND INVESTMENT CONTRACTS ON ACCOUNT OF SEGREGATED FUND POLICYHOLDERS**

	June 30, 2023	December 31, 2022
Insurance contracts on account of segregated fund policyholders	59,220	57,841
Investment contracts on account of segregated fund policyholders	351,396	330,041
	410,616	387,882

**CONTRACTS ON ACCOUNT OF SEGREGATED FUND POLICYHOLDERS**

	Six months ended June 30,	
	2023	2022 <sup>[1]</sup>
Balance, beginning of year	387,882	357,419
Additions (deductions):		
Policyholder deposits	27,585	15,120
Net investment income	1,982	1,258
Net realized capital gains on investments	696	2,826
Net unrealized capital gains (losses) on investments	24,243	(61,881)
Unrealized losses due to changes in foreign exchange rates	(3,063)	(5,109)
Policyholder withdrawals	(27,602)	(18,169)
Business acquisition	-	79,455
Change in segregated fund investment in General Fund	39	63
Change in General Fund investment in segregated fund	2	(14)
Net transfer (to) from General Fund	40	(6)
Non-controlling mutual fund interest	(1,188)	527
	22,734	14,070
<b>Balance, end of period</b>	<b>410,616</b>	<b>371,489</b>

[1] The Corporation has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Corporation.

**NOTE 7 Segregated Funds and Other Structured Entities** (continued)**CONTRACTS ON ACCOUNT OF SEGREGATED FUND POLICYHOLDERS** (by fair value hierarchy level)

	June 30, 2023			Total
	Level 1	Level 2	Level 3	
Investments on account of segregated fund policyholders <sup>[1]</sup>	285,016	115,082	14,385	414,483

[1] Excludes other liabilities, net of other assets, of \$3,867 million.

	December 31, 2022			Total
	Level 1	Level 2	Level 3	
Investments on account of segregated fund policyholders <sup>[1][2]</sup>	270,892	106,720	14,455	392,067

[1] Excludes other liabilities, net of other assets, of \$4,185 million.

[2] The Corporation has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Corporation.

During the six months ended June 30, 2023, certain foreign equity holdings valued at \$131 million were transferred from Level 2 to Level 1 (\$2,301 million were transferred from Level 2 to Level 1 at December 31, 2022), primarily based on Lifeco's change in use of inputs in addition to quoted prices in active markets for certain foreign equity holdings. Level 2 assets include the assets where fair value is not available from normal market pricing sources, where inputs are utilized in addition to quoted prices in active markets and where Lifeco does not have access to the underlying asset details within an investment fund.

The following presents additional information about Lifeco's investments on account of segregated fund policyholders for which Lifeco has utilized Level 3 inputs to determine fair value:

	June 30, 2023	December 31, 2022
Balance, beginning of year	14,455	13,822
Total losses included in segregated fund investment income	(406)	(310)
Purchases	341	1,011
Sales	(70)	(366)
Transfers into Level 3	349	343
Transfers out of Level 3	(284)	(45)
Balance, end of period	14,385	14,455

Transfers into Level 3 are due primarily to decreased observability of inputs in valuation methodologies. Transfers out of Level 3 are due primarily to increased observability of inputs in valuation methodologies as evidenced by corroboration of market prices with multiple pricing vendors.

**NOTE 8 Insurance Contracts****ANALYSIS BY REMAINING COVERAGE AND INCURRED CLAIMS**

	Liability for remaining coverage			Liability for incurred claims				Total
	Excluding loss component	Loss component	Contracts not under PAA	Contracts under PAA				
				Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Asset for acquisition cash flows <sup>[3]</sup>		
June 30, 2023								
Opening assets	(1,275)	2	197	(64)	-	-	(1,140)	
Opening liabilities	118,505	199	3,366	12,994	545	(171)	135,438	
Opening liabilities on account of segregated fund policyholders <sup>[3]</sup>	57,841	-	-	-	-	-	57,841	
Net opening balance	175,071	201	3,563	12,930	545	(171)	192,139	
<b>Changes in the statements of earnings and of comprehensive income</b>								
Insurance revenue	(10,118)	-	-	-	-	-	(10,118)	
Insurance service expenses								
Incurred claims and other insurance service expenses	-	(10)	4,624	3,093	69	-	7,776	
Amortization of insurance acquisition cash flows	348	-	-	-	-	-	348	
Losses and reversal of losses on onerous contracts	-	24	-	-	-	-	24	
Adjustments to liabilities for incurred claims	-	-	(3)	(104)	(83)	-	(190)	
	348	14	4,621	2,989	(14)	-	7,958	
Investment components	(5,024)	-	3,613	1,411	-	-	-	
Total changes in insurance service result	(14,794)	14	8,234	4,400	(14)	-	(2,160)	
Net finance expenses from insurance contracts	3,819	4	2,416	191	9	-	6,439	
Effect of movement in exchange rates <sup>[3]</sup>	(455)	-	(7)	49	2	-	(411)	
Total changes in the statements of earnings and of comprehensive income	(11,430)	18	10,643	4,640	(3)	-	3,868	
<b>Cash flows</b>								
Premiums received	14,723	-	-	-	-	-	14,723	
Incurred claims paid and other insurance service expenses paid	(29)	-	(10,597)	(4,427)	-	-	(15,053)	
Insurance acquisition cash flows	(442)	-	-	-	-	-	(442)	
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(16)	-	-	-	-	-	(16)	
Other cash flows <sup>[1]</sup>	211	-	-	-	-	-	211	
Total cash flows	14,447	-	(10,597)	(4,427)	-	-	(577)	
<b>Asset for acquisition cash flows<sup>[3]</sup></b>								
Insurance acquisition cash flows paid in the period	-	-	-	-	-	(19)	(19)	
Insurance acquisition cash flows allocated to groups of insurance contracts recognized in the period	-	-	-	-	-	16	16	
Total changes in asset for acquisition cash flows	-	-	-	-	-	(3)	(3)	
Other movements <sup>[2]</sup>	(523)	-	-	-	-	-	(523)	
Net closing balance	177,565	219	3,609	13,143	542	(174)	194,904	
Recorded in:								
Closing assets	(1,873)	2	785	(4)	-	-	(1,090)	
Closing liabilities	120,218	217	2,824	13,147	542	(174)	136,774	
Closing liabilities on account of segregated fund policyholders <sup>[3]</sup>	59,220	-	-	-	-	-	59,220	
Net closing balance	177,565	219	3,609	13,143	542	(174)	194,904	

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim unaudited financial statements to include the asset for acquisition cash flows, to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the effect of movement in exchange rates separately from net finance expenses from insurance contracts.



**NOTE 8 Insurance Contracts** (continued)

December 31, 2022	Liability for remaining coverage			Liability for incurred claims			Total
	Excluding loss component	Loss component	Contracts not under PAA	Contracts under PAA			
				Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Asset for acquisition cash flows <sup>[4]</sup>	
Opening assets	(2,125)	-	730	(138)	-	-	(1,533)
Opening liabilities	140,178	181	2,963	14,155	595	(162)	157,910
Opening liabilities on account of segregated fund policyholders <sup>[4]</sup>	65,253	-	-	-	-	-	65,253
Net opening balance	203,306	181	3,693	14,017	595	(162)	221,630
<b>Changes in the statements of earnings and of comprehensive income</b>							
Insurance revenue	(19,638)	-	-	-	-	-	(19,638)
Insurance service expenses							
Incurred claims and other insurance service expenses	-	(26)	8,848	5,668	344	-	14,834
Amortization of insurance acquisition cash flows	635	-	-	-	-	-	635
Losses and reversal of losses on onerous contracts	-	61	-	-	-	-	61
Adjustments to liabilities for incurred claims	-	-	(66)	105	(299)	-	(260)
	635	35	8,782	5,773	45	-	15,270
Investment components	(9,018)	-	6,072	2,946	-	-	-
Total changes in insurance service result	(28,021)	35	14,854	8,719	45	-	(4,368)
Net finance expenses from insurance contracts	(27,956)	(16)	4,370	(1,359)	(88)	-	(25,049)
Effect of movement in exchange rates <sup>[4]</sup>	127	1	27	(139)	(7)	-	9
Total changes in the statements of earnings and of comprehensive income	(55,850)	20	19,251	7,221	(50)	-	(29,408)
<b>Cash flows</b>							
Premiums received	30,510	-	-	-	-	-	30,510
Incurred claims paid and other insurance service expenses paid	(55)	-	(19,362)	(8,280)	-	-	(27,697)
Insurance acquisition cash flows	(832)	-	-	-	-	-	(832)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(98)	-	-	-	-	-	(98)
Other cash flows <sup>[1]</sup>	898	-	-	-	-	-	898
Total cash flows	30,423	-	(19,362)	(8,280)	-	-	2,781
<b>Asset for acquisition cash flows<sup>[4]</sup></b>							
Insurance acquisition cash flows paid in the period	-	-	-	-	-	(107)	(107)
Insurance acquisition cash flows allocated to groups of insurance contracts recognized in the period	-	-	-	-	-	98	98
Total changes in asset for acquisition cash flows	-	-	-	-	-	(9)	(9)
Other movements <sup>[2]</sup>	(2,982)	-	(19)	(28)	-	-	(3,029)
Impact of acquisitions / dispositions <sup>[3]</sup>	174	-	-	-	-	-	174
Net closing balance	175,071	201	3,563	12,930	545	(171)	192,139
Recorded in:							
Closing assets	(1,275)	2	197	(64)	-	-	(1,140)
Closing liabilities	118,505	199	3,366	12,994	545	(171)	135,438
Closing liabilities on account of segregated fund policyholders <sup>[4]</sup>	57,841	-	-	-	-	-	57,841
Net closing balance	175,071	201	3,563	12,930	545	(171)	192,139

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] On April 1, 2022, Lifeco completed the acquisition of the full-service retirement services business of Prudential. The contributions of the acquired business to Lifeco's overall results have been presented separately for the comparative period.

[4] The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim unaudited financial statements to include the asset for acquisition cash flows, to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the effect of movement in exchange rates separately from net finance expenses from insurance contracts.

**NOTE 8 Insurance Contracts** (continued)**ANALYSIS BY MEASUREMENT COMPONENT FOR INSURANCE CONTRACTS NOT MEASURED UNDER PAA**

June 30, 2023	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Contractual service margin	Total
Opening assets	(4,271)	515	2,773	(983)
Opening liabilities	105,278	6,036	11,361	122,675
Opening liabilities on account of segregated fund policyholders <sup>[3]</sup>	57,841	-	-	57,841
Net opening balance	158,848	6,551	14,134	179,533
<b>Changes in the statements of earnings and of comprehensive income</b>				
Changes that relate to current service				
CSM recognized for services provided	-	-	(623)	(623)
Change in risk adjustment for non-financial risk for risk expired	-	(301)	-	(301)
Experience adjustments	138	-	-	138
Changes that relate to future service				
Contracts initially recognized in the period	(433)	145	292	4
Changes in estimates that adjust the CSM	(109)	18	92	1
Changes in estimates that result in losses and reversal of losses on onerous contracts	15	7	-	22
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(3)	-	-	(3)
Total changes in insurance service result	(392)	(131)	(239)	(762)
Net finance expenses from insurance contracts <sup>[3]</sup>	5,955	209	75	6,239
Effect of movement in foreign exchange rates	(507)	7	33	(467)
Total changes in the statements of earnings and of comprehensive income	5,056	85	(131)	5,010
<b>Cash flows</b>				
Premiums received	8,778	-	-	8,778
Incurred claims paid and other insurance service expenses paid	(10,624)	-	-	(10,624)
Insurance acquisition cash flows	(385)	-	-	(385)
Other cash flows <sup>[1]</sup>	365	-	-	365
Total cash flows	(1,866)	-	-	(1,866)
Other movements <sup>[2]</sup>	(523)	-	-	(523)
Net closing balance	161,515	6,636	14,003	182,154
Recorded in:				
Closing assets	(6,339)	1,454	3,883	(1,002)
Closing liabilities	108,634	5,182	10,120	123,936
Closing liabilities on account of segregated fund policyholders <sup>[3]</sup>	59,220	-	-	59,220
Net closing balance	161,515	6,636	14,003	182,154

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by measurement component for insurance contracts not measured under PAA table has been revised for the June 30, 2023 interim unaudited financial statements to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the change in fair value of underlying items within net finance expenses from insurance contracts.

**NOTE 8 Insurance Contracts** (continued)

December 31, 2022	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	Contractual service margin	Total
Opening assets	(7,289)	2,376	3,609	(1,304)
Opening liabilities	127,643	7,067	9,447	144,157
Opening liabilities on account of segregated fund policyholders <sup>[4]</sup>	65,253	-	-	65,253
Net opening balance	185,607	9,443	13,056	208,106
<b>Changes in the statements of earnings and of comprehensive income</b>				
Changes that relate to current service				
CSM recognized for services provided	-	-	(1,169)	(1,169)
Change in risk adjustment for non-financial risk for risk expired	-	(638)	-	(638)
Experience adjustments	140	1	-	141
Changes that relate to future service				
Contracts initially recognized in the year	(1,138)	385	766	13
Changes in estimates that adjust the CSM	(958)	(112)	1,069	(1)
Changes in estimates that result in losses and reversal of losses on onerous contracts	21	21	-	42
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(68)	1	-	(67)
Total changes in insurance service result	(2,003)	(342)	666	(1,679)
Net finance expenses from insurance contracts <sup>[4]</sup>	(21,211)	(2,497)	116	(23,592)
Effect of movement in foreign exchange rates	254	(83)	2	173
Total changes in the statements of earnings and of comprehensive income	(22,960)	(2,922)	784	(25,098)
<b>Cash flows</b>				
Premiums received	18,672	-	-	18,672
Incurred claims paid and other insurance service expenses paid	(19,417)	-	-	(19,417)
Insurance acquisition cash flows	(746)	-	-	(746)
Fee transfers from the segregated fund	(52)	-	-	(52)
Other cash flows <sup>[1]</sup>	936	-	-	936
Total cash flows	(607)	-	-	(607)
Other movements <sup>[2]</sup>	(3,042)	-	-	(3,042)
Impact of acquisitions / dispositions <sup>[3]</sup>	(150)	30	294	174
Net closing balance	158,848	6,551	14,134	179,533
Recorded in:				
Closing assets	(4,271)	515	2,773	(983)
Closing liabilities	105,278	6,036	11,361	122,675
Closing liabilities on account of segregated fund policyholders <sup>[4]</sup>	57,841	-	-	57,841
Net closing balance	158,848	6,551	14,134	179,533

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] On April 1, 2022, Lifeco completed the acquisition of the full-service retirement services business of Prudential. The contributions of the acquired business to Lifeco's overall results have been presented separately for the comparative period.

[4] The analysis by measurement component for insurance contracts not measured under PAA table has been revised for the June 30, 2023 interim unaudited financial statements to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the change in fair value of underlying items within net finance expenses from insurance contracts.

**NOTE 8 Insurance Contracts** (continued)**EFFECT ON MEASUREMENT COMPONENTS OF CONTRACTS INITIALLY RECOGNIZED IN THE PERIOD**

	Profitable contracts issued	Onerous contracts issued	Total
June 30, 2023			
Insurance acquisition cash flows	180	25	205
Claims and other insurance service expenses payable	4,504	48	4,552
Estimates of present value of cash outflows	4,684	73	4,757
Estimates of present value of cash inflows	(5,114)	(76)	(5,190)
Risk adjustment for non-financial risk	134	11	145
CSM	294	(2)	292
Total losses (gains) recognized on initial recognition	(2)	6	4
December 31, 2022			
Insurance acquisition cash flows	343	64	407
Claims and other insurance service expenses payable	10,753	526	11,279
Estimates of present value of cash outflows	11,096	590	11,686
Estimates of present value of cash inflows	(12,155)	(669)	(12,824)
Risk adjustment for non-financial risk	296	89	385
CSM	755	11	766
Total losses (gains) recognized on initial recognition	(8)	21	13

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

**EXPECTED REMAINING CSM RECOGNITION**

	June 30, 2023	December 31, 2022 <sup>[1]</sup>
1 year or less	1,137	1,139
1-2 years	1,052	1,060
2-3 years	974	972
3-4 years	901	899
4-5 years	833	832
5-10 years	3,309	3,336
More than 10 years	5,797	5,896
Total	14,003	14,134

[1] The Corporation has reclassified certain comparative figures to conform to the current period's presentation.

**EXPECTED DERECOGNITION OF THE ASSET FOR INSURANCE ACQUISITION CASH FLOWS**

	June 30, 2023	December 31, 2022
1 year or less	30	29
1-2 years	28	27
2-3 years	26	25
3-4 years	23	23
4-5 years	20	21
5-10 years	47	46
Total	174	171

**NOTE 8 Insurance Contracts** (continued)**INSURANCE RISK**

The earnings and CSM sensitivities illustrated in the table below represent impacts as at December 31, 2022 under the current accounting policies as at June 30, 2023, including accounting for insurance contracts under IFRS 17. Lifeco's insurance risk sensitivities at June 30, 2023 have not changed significantly from the amounts disclosed in the table below.

	Net earnings	CSM
2% life mortality increase	25	(325)
2% annuity mortality decrease	200	(650)
5% morbidity adverse change	(100)	(125)
5% expense increase	-	(175)
10% adverse change in policy termination and renewal	150	(1,100)

These sensitivities reflect the impact on earnings and CSM of an immediate change in assumptions on the value of insurance contract liabilities.

Most assumption changes directly impact CSM under IFRS 17, rather than earnings. For products measured under the general measurement model, there is a second-order impact, which captures the difference between the assumption change impact measured at prevailing discount rates and the impact under locked-in discount rates. Most locked-in rates for the calculation of CSM impacts were determined at January 1, 2022 for the in-force portfolio. Given the significant rise in interest rates in 2022, the prevailing discount rates now differ significantly from the locked-in discount rates. Therefore, under current market conditions, an assumption change which strengthens liabilities will be measured at lower interest rates in the CSM than prevailing rates, leading to a liability-strengthening offset by CSM reduction and an increase to earnings due to the interest rate effects.

The CSM outlined above is presented net of reinsurance held.

**POLICYHOLDER LOANS AND FUNDS WITHHELD**

Included in the insurance contract balances are policyholder loans of \$8,947 million and funds withheld on reinsurance contracts issued by Lifeco of \$4,056 million (\$8,999 million and \$4,105 million, respectively, as at December 31, 2022).

**NOTE 9 Reinsurance Contracts Held****ANALYSIS BY REMAINING COVERAGE AND INCURRED CLAIMS**

	Asset for remaining coverage		Asset for incurred claims			Total
	Excluding loss recovery component	Loss recovery component	Contracts not under PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	
June 30, 2023						
Opening assets	16,212	76	952	320	11	17,571
Opening liabilities	(760)	-	223	-	-	(537)
Net opening balance	15,452	76	1,175	320	11	17,034
<b>Changes in the statements of earnings and of comprehensive income</b>						
Net expenses from reinsurance contracts	(1,820)	8	665	389	1	(757)
Investment components	(55)	-	55	-	-	-
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>[3]</sup>	73	1	14	(1)	-	87
Effect of movement in exchange rates <sup>[3]</sup>	(280)	-	5	2	-	(273)
Effect of changes in non-performance risk of reinsurers	-	-	-	-	-	-
Total changes in the statements of earnings and of comprehensive income	(2,082)	9	739	390	1	(943)
<b>Cash flows</b>						
Premiums paid	1,573	-	-	-	-	1,573
Incurred claims received and other insurance service amounts received	-	-	(544)	(469)	-	(1,013)
Other cash flows <sup>[1]</sup>	25	-	-	-	-	25
Total cash flows	1,598	-	(544)	(469)	-	585
Other movements <sup>[2]</sup>	(523)	-	-	-	-	(523)
Net closing balance	14,445	85	1,370	241	12	16,153
Recorded in:						
Closing assets	15,354	82	1,089	241	12	16,778
Closing liabilities	(909)	3	281	-	-	(625)
Net closing balance <sup>[4]</sup>	14,445	85	1,370	241	12	16,153

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim unaudited financial statements to present the effect of movement in exchange rates separately from net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

[4] Included in the reinsurance contracts held amounts are funds withheld by Lifeco under reinsurance contracts of \$1,039 million.

**NOTE 9 Reinsurance Contracts Held** (continued)

	Asset for remaining coverage		Asset for incurred claims			Total
	Excluding loss recovery component	Loss recovery component	Contracts not under PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	
December 31, 2022						
Opening assets	20,425	65	1,003	342	8	21,843
Opening liabilities	(1,314)	-	24	-	-	(1,290)
Net opening balance	19,111	65	1,027	342	8	20,553
<b>Changes in the statements of earnings and of comprehensive income</b>						
Net expenses from reinsurance contracts	(3,536)	17	1,196	788	6	(1,529)
Investment components	(63)	-	63	-	-	-
Net finance expenses from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>[3]</sup>	(1,169)	(6)	(50)	(12)	(3)	(1,240)
Effect of movement in exchange rates <sup>[3]</sup>	737	-	5	(3)	-	739
Total changes in the statements of earnings and of comprehensive income	(4,031)	11	1,214	773	3	(2,030)
<b>Cash flows</b>						
Premiums paid	3,295	-	-	-	-	3,295
Incurred claims received and other insurance service amounts received	-	-	(1,034)	(794)	-	(1,828)
Other cash flows <sup>[1]</sup>	29	-	-	-	-	29
Total cash flows	3,324	-	(1,034)	(794)	-	1,496
Other movements <sup>[2]</sup>	(2,952)	-	(32)	(1)	-	(2,985)
Net closing balance	15,452	76	1,175	320	11	17,034
Recorded in:						
Closing assets	16,212	76	952	320	11	17,571
Closing liabilities	(760)	-	223	-	-	(537)
Net closing balance <sup>[4]</sup>	15,452	76	1,175	320	11	17,034

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim unaudited financial statements to present the effect of movement in exchange rates separately from net finance expenses from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

[4] Included in the reinsurance contracts held amounts are funds withheld by Lifeco under reinsurance contracts of \$1,039 million.

**NOTE 9 Reinsurance Contracts Held** (continued)**ANALYSIS BY MEASUREMENT COMPONENT FOR REINSURANCE CONTRACTS HELD NOT MEASURED UNDER PPA**

June 30, 2023	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Contractual service margin	Total
Opening assets	15,791	1,062	514	17,367
Opening liabilities	(1,458)	429	497	(532)
Net opening balance	14,333	1,491	1,011	16,835
<b>Changes in the statements of earnings and of comprehensive income</b>				
Changes that relate to current service				
CSM recognized for services received	-	-	(48)	(48)
Change in risk adjustment for non-financial risk for risk expired	-	(72)	-	(72)
Experience adjustments	21	-	-	21
Changes that relate to future service				
Contracts initially recognized in the period	(40)	39	4	3
Changes in estimates that adjust the CSM	34	3	(37)	-
Changes in estimates that result in losses and reversal of losses on onerous contracts	4	5	-	9
Changes that relate to past service				
Changes to incurred claims component	-	-	-	-
Changes in amounts recoverable arising from changes in liability for incurred claims	5	-	-	5
Net expenses from reinsurance contracts	24	(25)	(81)	(82)
Net finance income (expenses) from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>[3]</sup>	(4)	79	16	91
Effect of movement in exchange rates <sup>[3]</sup>	(279)	2	(1)	(278)
Effect of changes in non-performance risk of reinsurers	-	-	-	-
Total changes in the statements of earnings and of comprehensive income	(259)	56	(66)	(269)
<b>Cash flows</b>				
Premiums paid	563	-	-	563
Incurred claims received and other insurance service amounts received	(544)	-	-	(544)
Other cash flows <sup>[1]</sup>	25	-	-	25
Total cash flows	44	-	-	44
Other movements <sup>[2]</sup>	(523)	-	-	(523)
Net closing balance	13,595	1,547	945	16,087
Recorded in:				
Closing assets	14,996	1,167	496	16,659
Closing liabilities	(1,401)	380	449	(572)
Net closing balance	13,595	1,547	945	16,087

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by measurement component for reinsurance contracts held not measured under PAA table has been revised for the June 30, 2023 interim unaudited financial statements to present the effect of movement in exchange rates separately from net finance income (expenses) from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.



**NOTE 9 Reinsurance Contracts Held** (continued)

December 31, 2022	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	Contractual service margin	Total
Opening assets	19,427	1,496	705	21,628
Opening liabilities	(2,123)	472	371	(1,280)
Net opening balance	17,304	1,968	1,076	20,348
<b>Changes in the statements of earnings and of comprehensive income</b>				
Changes that relate to the current service				
CSM recognized for services received	-	-	(95)	(95)
Change in risk adjustment for non-financial risk for risk expired	-	(153)	-	(153)
Experience adjustments	(54)	-	-	(54)
Changes that relate to future service				
Contracts initially recognized in the year	(113)	74	53	14
Changes in estimates that adjust the CSM	(39)	72	(44)	(11)
Changes in estimates that result in losses and reversal of losses on onerous contracts	5	11	-	16
Changes that relate to past service				
Changes in amounts recoverable arising from changes in liability for incurred claims	18	1	-	19
Net expenses from reinsurance contracts	(183)	5	(86)	(264)
Net finance income (expenses) from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>[3]</sup>	(787)	(472)	27	(1,232)
Effect of movement in exchange rates <sup>[3]</sup>	759	(10)	(6)	743
Total changes in the statements of earnings and of comprehensive income	(211)	(477)	(65)	(753)
<b>Cash flows</b>				
Premiums paid	1,231	-	-	1,231
Incurred claims received and other insurance service amounts received	(1,035)	-	-	(1,035)
Other cash flows <sup>[1]</sup>	29	-	-	29
Total cash flows	225	-	-	225
Other movements <sup>[2]</sup>	(2,985)	-	-	(2,985)
Net closing balance	14,333	1,491	1,011	16,835
Recorded in:				
Closing assets	15,791	1,062	514	17,367
Closing liabilities	(1,458)	429	497	(532)
Net closing balance	14,333	1,491	1,011	16,835

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

[2] Other movements represents changes in the expected fulfillment cash flows on certain reinsurance contracts held where Lifeco has no continuing involvement other than exposure to the remote insolvency risk of the reinsurer. This movement is offset by movement in associated reinsurance assets.

[3] The analysis by measurement component for reinsurance contracts held not measured under PAA table has been revised for the June 30, 2023 interim unaudited financial statements to present the effect of movement in exchange rates separately from net finance income (expenses) from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

**NOTE 9 Reinsurance Contracts Held** (continued)**EFFECT ON MEASUREMENT COMPONENTS OF CONTRACTS INITIALLY RECOGNIZED IN THE PERIOD**

	June 30, 2023	December 31, 2022
Estimates of present value of cash outflows	535	1,199
Estimates of present value of cash inflows	(495)	(1,086)
Risk adjustment for non-financial risk	(39)	(74)
Income recognized on initial recognition	3	14
Contractual service margin	(4)	(53)

Lifeco did not acquire any reinsurance contracts held through transfer or business combination.

**EXPECTED REMAINING CSM RECOGNITION**

	June 30, 2023	December 31, 2022 <sup>[1]</sup>
1 year or less	(91)	(91)
1-2 years	(82)	(82)
2-3 years	(75)	(75)
3-4 years	(68)	(68)
4-5 years	(61)	(61)
5-10 years	(223)	(253)
More than 10 years	(345)	(381)
Total	(945)	(1,011)

[1] The Corporation has reclassified certain comparative figures to conform to the current period's presentation.

**NOTE 10 Power Corporation's Debentures and Other Debt Instruments**

	June 30, 2023	December 31, 2022
<b>POWER CORPORATION</b>		
<b>Debentures - unsecured</b>		
8.57% debentures due April 22, 2039	150	150
4.81% debentures due January 31, 2047	249	249
4.455% debentures due July 27, 2048	248	248
<b>Total Power Corporation</b>	<b>647</b>	<b>647</b>

The Corporation has a line of credit of \$500 million bearing interest at Adjusted Term SOFR plus 0.70%. At June 30, 2023 and December 31, 2022, the Corporation was not using its line of credit.

**NOTE 11 Non-Recourse Debentures and Other Debt Instruments****A) POWER FINANCIAL, LIFECO AND IGM**

The following table presents the debentures and other debt instruments issued by Power Financial, Lifeco and IGM. The 6.90% debentures of Power Financial are direct obligations of Power Financial and are non-recourse to the Corporation. All debentures and other debt instruments of Lifeco and its subsidiaries are direct obligations of Lifeco or its subsidiaries, as applicable, and are non-recourse to the Corporation. All of the debentures of IGM are direct obligations of IGM and are non-recourse to the Corporation.

	June 30, 2023	December 31, 2022
<b>POWER FINANCIAL</b>		
<b>Debentures – unsecured</b>		
6.90% debentures due March 11, 2033	250	250
<b>Total Power Financial</b>	<b>250</b>	<b>250</b>
<b>LIFECO</b>		
<b>Debentures and senior bonds – unsecured</b>		
2.50% senior bonds due April 18, 2023 (€500 million)	–	725
1.75% senior bonds due December 7, 2026 (€500 million) <sup>[1]</sup>	723	722
3.337% debentures due February 28, 2028	499	498
6.40% subordinated debentures due December 11, 2028	100	100
4.70% senior bonds due November 16, 2029 (€500 million) <sup>[1]</sup>	721	721
2.379% debentures due May 14, 2030	597	597
6.74% debentures due November 24, 2031	196	196
6.67% debentures due March 21, 2033	395	395
5.998% debentures due November 16, 2039	343	343
2.981% debentures due July 8, 2050	494	494
7.529% capital trust debentures due June 30, 2052 (face value of \$150 million)	156	157
	4,224	4,948
<b>Other Debt Instruments – unsecured</b>		
Commercial paper and other short-term debt instruments with interest rate of 5.29% (4.628% at December 31, 2022)	132	135
Revolving credit facility with interest equal to LIBOR plus 0.70% (US\$50 million at December 31, 2022)	–	67
Non-revolving credit facility with interest based on Adjusted Term SOFR (US\$500 million)	264	675
0.904% senior notes due August 12, 2025 (US\$500 million)	658	672
1.357% senior notes due September 17, 2027 (US\$400 million)	526	538
4.047% senior notes due May 17, 2028 (US\$300 million)	394	403
1.776% senior notes due March 17, 2031 (US\$400 million)	526	537
4.15% senior notes due June 3, 2047 (US\$700 million)	909	930
4.581% senior notes due May 17, 2048 (US\$500 million)	654	669
3.075% senior notes due September 17, 2051 (US\$700 million)	914	935
	4,977	5,561
<b>Total Lifeco</b>	<b>9,201</b>	<b>10,509</b>

[1] Designated by Lifeco as hedges of the net investment in foreign operations.

**NOTE 11 Non-Recourse Debentures and Other Debt Instruments** (continued)

	June 30, 2023	December 31, 2022
<b>IGM FINANCIAL</b>		
<b>Debentures - unsecured</b>		
3.44% debentures due January 26, 2027	400	400
6.65% debentures due December 13, 2027	125	125
7.45% debentures due May 9, 2031	150	150
7.00% debentures due December 31, 2032	175	175
7.11% debentures due March 7, 2033	150	150
6.00% debentures due December 10, 2040	200	200
4.56% debentures due January 25, 2047	200	200
4.115% debentures due December 9, 2047	250	250
4.174% debentures due July 13, 2048	200	200
4.206% debentures due March 21, 2050	250	250
5.426% debentures due May 26, 2053	300	-
Debentures of IGM held by Lifeco as investments	(88)	(88)
	2,312	2,012
<b>Other Debt Instruments - unsecured</b>		
Non-revolving credit facility with interest fluctuating with Canadian bankers' acceptances, due on June 1, 2024	550	-
<b>Total IGM</b>	2,862	2,012
<b>Total Power Financial, Lifeco and IGM</b>	12,313	12,771

**LIFECO**

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

**IGM**

On May 26, 2023, IGM issued \$300 million aggregate principal amount 5.426% debentures, maturing on May 26, 2053.

In addition, in the second quarter of 2023, Schedule I Canadian chartered banks have provided IGM with a non-revolving credit facility. The balance of the credit facility is due on June 1, 2024. Interest rates on the credit facility fluctuate with Canadian bankers' acceptances.

**CHANGES IN DEBENTURES AND OTHER DEBT INSTRUMENTS - POWER FINANCIAL, LIFECO AND IGM**

The table below details changes in the debentures and other debt instruments arising from financing activities, including both cash and non-cash changes:

	June 30, 2023	June 30, 2022
Balance, beginning of the year	12,771	11,066
Issue of debentures	300	-
Increase in other debt instruments	550	1,028
Repayment of euro-denominated debt	(735)	-
Decrease in other debt instruments	(468)	(82)
Changes in foreign exchange rates and other	(105)	16
Balance, end of period	12,313	12,028

**NOTE 11 Non-Recourse Debentures and Other Debt Instruments** (continued)**B) ALTERNATIVE ASSET INVESTMENT PLATFORMS AND OTHER - PROJECT AND OTHER DEBT**

The following table presents the other debt instruments held by alternative asset investment platforms and other. All other debt instruments are credit or loan facilities that are direct obligations, and secured by the assets, of subsidiaries of the Corporation and are non-recourse to the Corporation.

	June 30, 2023	December 31, 2022
<b>OTHER DEBT INSTRUMENTS</b>		
<b>Investment Funds and Other - secured</b>		
Revolving credit facility up to \$49 million, with interest equal to prime rate plus 0.15%	19	24
Revolving credit facility up to US\$75 million, with interest equal to the U.S. base rate minus 0.35% (US\$8 million)(US\$10 million at December 31, 2022)	10	13
Revolving loan facility up to \$325 million, with interest equal to prime rate plus 0.6% or SOFR plus 1.6% (US\$116 million)(US\$1 million and US\$35 million at December 31, 2022)	153	48
Senior loan due in June 2029, with interest equal to Euribor plus 1% (€20 million)	-	28
<b>Renewable Energy - Project debt - secured</b>		
Construction loan facilities due from January 2024 to December 2043, bearing interest at various rates from 4.02% to 4.72%, LIBOR plus 2.5% and U.S. base rate plus 1.5% (\$639 million and US\$110 million)(US\$361 million and US\$186 million at December 31, 2022)	785	613
Loan facilities due from June 2024 to December 2037, bearing interest at various rates from 3.33% to 6.0%	549	560
Loan facilities due from January 2025 to December 2059, bearing interest at various rates from 3.62% to 6.50% and LIBOR plus margin between 2.25% and 3.0% (\$381 million and US\$200 million)(US\$322 million and US\$128 million at December 31, 2022)	645	496
Mezzanine loans due from January 2035 to June 2035, bearing interest at various rates from 7.36% to 7.5%	93	94
<b>Standalone Businesses - secured</b>		
Revolving credit facility and term loan facilities due in November 2025 and June 2026, bearing interest at various rates equal to U.S. base rate or prime rate plus margin from 1.0% to 3.25% and fixed rate equal to 12%	235	80
<b>Total alternative asset investment platforms and other</b>	<b>2,489</b>	<b>1,956</b>

**CHANGES IN OTHER DEBT INSTRUMENTS - ALTERNATIVE ASSET INVESTMENT PLATFORMS AND OTHER**

The table below details changes in the other debt instruments arising from financing activities, including both cash and non-cash changes:

	June 30, 2023	June 30, 2022
Balance, beginning of the year	1,956	1,467
Acquisitions	68	20
Increase in other debt instruments	730	413
Decrease in other debt instruments	(213)	(88)
Changes in foreign exchange rates and other	(52)	(42)
Balance, end of period	2,489	1,770

**NOTE 12 Stated Capital****AUTHORIZED**

The authorized capital of Power Corporation consists of an unlimited number of First Preferred Shares, issuable in series; an unlimited number of Participating Preferred Shares; and an unlimited number of Subordinate Voting Shares.

**ISSUED AND OUTSTANDING**

	June 30, 2023		December 31, 2022	
	Number of shares	Stated capital	Number of shares	Stated capital
		\$		\$
<b>Non-Participating Shares</b>				
First Preferred Shares				
Non-cumulative Redeemable, fixed rate				
Series A	6,000,000	150	6,000,000	150
Series B	8,000,000	200	8,000,000	200
Series C	6,000,000	150	6,000,000	150
Series D	10,000,000	250	10,000,000	250
Series G	8,000,000	200	8,000,000	200
<b>Total Non-Participating Shares</b>		950		950
<b>Participating Shares</b>				
Participating Preferred Shares	54,860,866	233	54,860,866	233
Subordinate Voting Shares				
Balance, beginning of year	612,219,731	9,253	621,756,088	9,370
Issued under Stock Option Plan	422,348	13	1,683,043	52
Purchased for cancellation under Normal Course Issuer Bid	(3,460,700)	(52)	(11,219,400)	(169)
Balance, end of period	609,181,379	9,214	612,219,731	9,253
<b>Total Participating Shares</b>		9,447		9,486

**NOTE 12 Stated Capital** (continued)**Participating Shares**

During the six months ended June 30, 2023, 422,348 Subordinate Voting Shares were issued under the Corporation's Executive Stock Option Plan for a consideration of \$12 million (1,677,278 Subordinate Voting Shares issued for the six months ended June 30, 2022 for a consideration of \$47 million).

During the six months ended June 30, 2023, dividends declared on the Corporation's participating shares amounted to \$1.05 per share (\$0.99 per share in 2022).

**Normal Course Issuer Bids**

On February 28, 2022, the Corporation commenced a Normal Course Issuer Bid (NCIB) which was effective until February 27, 2023. During the three months ended March 31, 2023, no Subordinate Voting Shares were purchased for cancellation by the Corporation pursuant to this NCIB (8,756,500 Subordinate Voting Shares for a total of \$334 million during the six months ended June 30, 2022 under the NCIB programs).

On March 1, 2023, the Corporation commenced a new NCIB which is effective until the earlier of February 29, 2024 and the date on which the Corporation has purchased the maximum permitted number of Subordinate Voting Shares. Pursuant to this NCIB, the Corporation may purchase up to 30 million of its Subordinate Voting Shares outstanding (representing approximately 5.4% of the public float of Subordinate Voting Shares outstanding as at February 22, 2023) at market prices. During the six months ended June 30, 2023, the Corporation purchased for cancellation 3,460,700 Subordinate Voting Shares pursuant to this NCIB for a total of \$123 million.

In the six months ended June 30, 2023, the Corporation's share capital was reduced by the average carrying value of the shares repurchased for cancellation. The excess paid over the average carrying value of stated capital was \$71 million and was recognized as a reduction to retained earnings (\$202 million during the six months ended June 30, 2022).

In connection with its NCIB, the Corporation has entered into an automatic share purchase plan (ASPP) and may provide parameters thereunder from time to time to allow a designated broker to purchase Subordinate Voting Shares under the NCIB at times when the Corporation would ordinarily not be permitted to purchase shares due to regulatory restrictions or self-imposed blackout periods. Outside of these predetermined trading blackout periods, purchases under the Corporation's NCIB will be completed at management's discretion.

**Subsequent event**

Subsequent to quarter-end, the Corporation purchased, as of August 10, 2023, an additional 4,282,600 Subordinate Voting Shares pursuant to its current NCIB, for a total of \$159 million.

**NOTE 13 Share-Based Compensation****STOCK OPTION PLAN**

On June 30, 2023, there were 20,988,652 Subordinate Voting Shares and 10,856,832 Subordinate Voting Shares reserved for issuance under Power Corporation's Executive Stock Option Plan and under Power Financial's Employee Stock Option Plan, assumed by Power Corporation (Stock Option Plans).

A summary of the status of the Corporation's Stock Option Plans, including tandem share appreciation rights (TSARs), as at June 30, 2023 and 2022, and changes during the respective periods then ended, is as follows:

	June 30, 2023		June 30, 2022	
	Options	Weighted-average exercise price	Options	Weighted-average exercise price
		\$		\$
Outstanding, beginning of year	25,567,243	31.86	27,556,547	31.30
Granted	1,284,026	34.54	670,304	38.34
Exercised or surrendered for cash	(2,462,348)	28.27	(2,652,278)	27.70
Forfeited	(1,604)	38.34	-	-
Outstanding, end of period	24,387,317	32.36	25,574,573	31.86
Options exercisable, end of period	19,269,518	31.73	18,582,012	31.10

The exercise price of the 24,387,317 outstanding options ranges from \$27.30 to \$42.45.

**TANDEM SHARE APPRECIATION RIGHTS**

A summary of the status of the Corporation's options with TSARs attached, as at June 30, 2023 and 2022, and changes during the respective periods ended is as follows:

	June 30, 2023			June 30, 2022		
	TSARs	Weighted-average exercise price	Fair value of liability	TSARs	Weighted-average exercise price	Fair value of liability
		\$	\$		\$	\$
Outstanding, beginning of year	12,646,606	31.15	39	-	-	-
Attached to outstanding options	-	-	-	13,621,606	30.87	93
Surrendered for cash	(2,040,000)	28.24	(14)	(975,000)	27.25	(14)
Change in fair value	-	-	27	-	-	(31)
Outstanding, end of period	10,606,606	31.71	52	12,646,606	31.15	48
TSARs exercisable, end of period	10,156,606	31.60		10,813,886	30.87	

In 2022, the Corporation reclassified 13,621,606 options as cash-settled share-based payments and recognized a liability for the corresponding vested TSARs which is measured at fair value at each reporting period. The reclassification as cash-settled share-based payments resulted in a decrease to retained earnings and to the share-based compensation reserve of \$54 million and \$39 million, respectively.

The fair value of the outstanding cash-settled liability was \$52 million at June 30, 2023 (\$39 million at December 31, 2022) and is recorded in other liabilities. The intrinsic value of this liability at June 30, 2023 was \$42 million (\$17 million at December 31, 2022).

The fair value of the TSARs was estimated using the Black-Scholes option-pricing model with the following weighted-average assumptions:

	June 30, 2023	June 30, 2022
Dividend yield	5.7%	5.7%
Expected volatility	15.5% - 22.8%	14.3% - 23.8%
Risk-free interest rate	4.0% - 5.2%	3.5% - 3.8%
Expected life (years)	0.9 - 5.8	0.9 - 6.8
Share price (\$/share)	35.66	33.12
Weighted-average exercise price (\$/option)	31.71	31.15
Weighted-average fair value (\$/option)	4.92	3.77



**NOTE 13 Share-Based Compensation** (continued)

The Corporation entered into a total return swap agreement to manage exposure to the volatility of a portion of its cash-settled share-based payments and related liability. For the six months ended June 30, 2023, a net loss of \$9 million (a net gain of \$17 million in 2022) arising from the change in fair value of the liability, net of the gain on the remeasurement to fair value of the derivative instrument, was included in operating and administrative expenses in the statements of earnings.

**COMPENSATION EXPENSE**

During the six months ended June 30, 2023, Power Corporation granted 1,284,026 options (670,304 options were granted for the six months ended June 30, 2022) under its Executive Stock Option Plan. Options granted in the six months ended June 30, 2023 vest on the basis of [i] 50% three years from the date of grant and [ii] 50% four years from the date of grant.

The fair value of these options was estimated using the Black-Scholes option-pricing model with the following weighted-average assumptions:

	June 30, 2023	June 30, 2022
Dividend yield	5.9%	5.7%
Expected volatility	18.2%	17.7%
Risk-free interest rate	2.7%	2.4%
Expected life (years)	9.0	9.0
Fair value (\$/option)	2.41	2.46
Weighted-average exercise price (\$/option)	34.54	38.34

The expected volatility has been estimated based on the historical volatility of the Corporation's share price using the expected option life.

Lifeco, IGM and Wealthsimple have also established stock option plans pursuant to which options may be granted to certain officers and employees. In addition, other subsidiaries of the Corporation have established share-based compensation plans. Compensation expense related to equity-settled stock option plans is recorded based on the fair value of the options or the fair value of the equity instruments at the grant date, amortized over the vesting period. For the three months ended June 30, 2023, total compensation expense relating to the equity-settled stock options granted by the Corporation and its subsidiaries amounted to \$23 million (\$23 million in 2022), and \$53 million for the six months ended June 30, 2023 (\$56 million in 2022), and was recorded in operating and administrative expenses in the statements of earnings.

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**NOTE 14 Capital Management**

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**POWER CORPORATION**

As a holding company, Power Corporation's objectives in managing its capital are to:

- provide attractive long-term returns to shareholders of the Corporation;
- provide sufficient financial flexibility to pursue its growth strategy to invest on a timely basis in its operating companies and other investments as opportunities arise;
- maintain a capital structure that matches the long-term nature of its investments by maximizing the use of permanent capital;
- maintain an appropriate credit rating to ensure stable access to the capital markets; and
- maintain available cash and cash equivalents at a minimum of two times fixed charges.

The Corporation manages its capital taking into consideration the risk characteristics and liquidity of its holdings. In order to maintain or adjust its capital structure, the Corporation may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue capital.

The capital structure of the Corporation consists of debentures, non-participating shares, participating shareholders' equity and non-controlling interests. The Corporation views non-participating shares as a cost-effective source of permanent capital. The Corporation is a long-term investor and as such holds positions in long-term investments as well as cash and fixed income securities for liquidity purposes.

The Board of Directors of the Corporation is responsible for capital management. Management of the Corporation is responsible for establishing capital management procedures and for implementing and monitoring its capital plans. The Board of Directors of the Corporation reviews and approves capital transactions such as the issuance, redemption and repurchase of participating shares, non-participating shares and debentures. The boards of directors of the Corporation's subsidiaries, as well as those of Parjointco and GBL, oversee and have the responsibility for their respective company's capital management.

The Corporation itself is not subject to externally imposed regulatory capital requirements. However, Lifeco and certain of its main subsidiaries, IGM's subsidiaries and certain of the Corporation's other subsidiaries are subject to regulatory capital requirements and they manage their capital as described below.

**NOTE 14 Capital Management** (continued)**LIFECO**

Lifeco manages its capital on both a consolidated basis and at the individual operating subsidiary level. The primary objectives of Lifeco's capital management strategy are:

- to maintain the capitalization of its regulated operating subsidiaries at a level that will exceed the relevant minimum regulatory capital requirements in the jurisdictions in which they operate;
- to maintain strong credit and financial strength ratings of Lifeco ensuring stable access to capital markets; and
- to provide an efficient capital structure to maximize shareholder value in the context of Lifeco's operational risks and strategic plans.

Management of Lifeco is responsible for establishing capital management procedures for implementing and monitoring the capital plan.

The target level of capitalization for Lifeco and its subsidiaries is assessed by considering various factors such as the probability of falling below the minimum regulatory capital requirements in the relevant operating jurisdiction, the views expressed by various credit rating agencies that provide financial strength and other ratings to Lifeco, and the desire to hold sufficient capital to be able to honour all policyholder and other obligations of Lifeco with a high degree of confidence.

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 Adequacy Test (LICAT). The LICAT ratio compares the regulatory capital resources of a company to its required capital, defined by OSFI as the aggregate of all defined capital requirements. The total capital resources are provided by the sum of available capital, surplus allowance and eligible deposits. OSFI has established a supervisory target total ratio of 100%, and a supervisory minimum total ratio of 90%. Canada Life's consolidated LICAT ratio at June 30, 2023 was 126%.

Other foreign operations and foreign subsidiaries of Lifeco are required to comply with local capital or solvency requirements in their respective jurisdictions.

**IGM FINANCIAL**

IGM's capital management objective is to maximize shareholder returns while ensuring that IGM is capitalized in a manner which appropriately supports regulatory capital requirements, working capital needs and business expansion. IGM's capital management practices are focused on preserving the quality of its financial position by maintaining a solid capital base and a strong balance sheet. IGM regularly assesses its capital management practices in response to changing economic conditions.

IGM's capital is primarily used in its ongoing business operations to support working capital requirements, long-term investments made by IGM, business expansion and other strategic objectives.

The IGM subsidiaries that are subject to regulatory capital requirements include investment dealers, mutual fund dealers, exempt market dealers, portfolio managers, investment fund managers and a trust company. These IGM subsidiaries are required to maintain minimum levels of capital based on either working capital, liquidity or shareholders' equity. At June 30, 2023, IGM subsidiaries have complied with all regulatory capital requirements.

**ALTERNATIVE ASSET INVESTMENT PLATFORMS AND OTHER**

Certain subsidiaries are subject to regulatory capital requirements, including portfolio managers, asset managers and an order-execution-only broker. These subsidiaries are required to maintain levels of capital based on their working capital, liquidity or shareholders' equity. At June 30, 2023, these subsidiaries have complied with all regulatory capital requirements.

## NOTE 15 Risk Management

The Corporation and its subsidiaries have established policies, guidelines and procedures designed to identify, measure, monitor, report and mitigate risks associated with financial instruments. The key risks related to financial instruments are liquidity risk, credit risk and market risk.

- Liquidity risk is the risk that the Corporation and its subsidiaries would not be able to meet all cash outflow obligations as they come due or be able to, in a timely manner, raise capital or monetize assets at normal market conditions.
- Credit risk is the potential for financial loss to the Corporation and its subsidiaries if a counterparty in a transaction fails to meet its payment obligations. Credit risk can be related to the default of a single debt issuer, the variation of credit spreads on tradable fixed income securities and also to counterparty risk relating to derivative products.
- Market risk is the risk that the market value or future cash flows of a financial instrument and the value of insurance and investment contract liabilities will fluctuate as a result of changes in market factors. Market factors include three types of risks: foreign exchange risk, interest rate (including inflation) risk and equity risk.
  - Foreign exchange risk relates to the Corporation, its subsidiaries and its jointly controlled corporations and associates operating in different currencies and converting non-Canadian investments and earnings at different points in time at different foreign exchange levels when adverse changes in foreign currency exchange rates occur.
  - Interest rate risk is the risk that the fair value of a financial instrument will fluctuate following changes in the interest rates.
  - Equity risk is the potential loss associated with the sensitivity of the market price of a financial instrument arising from volatility in equity markets.

Estimates of sensitivities and risk exposure measures are included for certain risks, such as the sensitivity due to specific changes in interest rate levels projected and market prices as at the valuation date. Actual results can differ significantly from these estimates for a variety of reasons, including, but not limited to, changes in the Corporation and its subsidiaries' asset or liability profile, changes in business mix, effective income tax rates, other market factors, difference in the actual exposure relative to broad market indices, variation in exposures by geography, and general limitations of 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 Corporation cannot provide assurance that the actual impact on net earnings will be as indicated.

The following is a summary of risks in respect to the Corporation and its subsidiaries' financial instruments. In the first section below, the risk management policies and procedures of Power Corporation, Power Financial and the Corporation's alternative asset investment platforms and other (other subsidiaries) are discussed. Risks related to Lifeco and IGM are discussed in subsequent sections. For a more detailed discussion, refer to Note 22 to the Corporation's Consolidated Financial Statements for the year ended December 31, 2022.

**NOTE 15 Risk Management** (continued)**POWER CORPORATION, POWER FINANCIAL AND ALTERNATIVE ASSET INVESTMENT PLATFORMS AND OTHER***a) Liquidity and funding*

As a holding company, the Corporation's ability to pay dividends is dependent upon the Corporation receiving dividends from its principal operating subsidiaries and other investments. Lifeco and its subsidiaries are subject to restrictions set out in relevant corporate and insurance laws and regulations, which require that solvency and capital ratios be maintained. IGM's subsidiaries are also subject to minimum capital requirements. Regulatory requirements may change from time to time, and thereby impact the ability of the operating subsidiaries to pay dividends. The declaration and payment of dividends by the Corporation in future periods remains at the discretion of its Board of Directors and is dependent on the operating performance, profitability, financial position and creditworthiness of its operating subsidiaries and other investments, as well as on their ability to pay dividends.

Power Corporation and Power Financial believe their ongoing cash flows from operations, available cash balances and liquidity available through their lines of credit are sufficient to address their liquidity needs.

*b) Equity risk*

As at June 30, 2023, the impact of a 10% decrease in the value of other investments held by Power Corporation, Power Financial and other subsidiaries would have resulted in an approximate \$56 million unrealized loss recorded in other comprehensive income related to investments classified as fair value through other comprehensive income and \$191 million of loss recorded in net earnings related to investments classified as fair value through profit or loss and investments in jointly controlled corporations and associates measured at fair value through profit or loss.

GBL holds a portfolio of investments which are classified as fair value through other comprehensive income or fair value through profit or loss. As at June 30, 2023, the impact of a 10% decrease in equity markets would have resulted in an approximate \$244 million unrealized loss recorded in other comprehensive income related to investments classified as fair value through other comprehensive income and \$48 million loss recorded in net earnings related to investments classified as fair value through profit or loss, representing the Corporation's share of Parjointco's unrealized losses.

Power Corporation, Power Financial and other subsidiaries' exposure and management of liquidity risk, credit risk and market risk have not changed materially since December 31, 2022.

**LIFECO**

The risk committee of the board of directors of Lifeco is responsible for the oversight of Lifeco's key risks. Lifeco has established policies and procedures designed to identify, measure, manage, monitor and report material risks associated with financial instruments. Lifeco's approach to risk management has not changed significantly since December 31, 2022. A summary of the risks is presented below. For a more detailed discussion of Lifeco's risk governance structure and risk management approach, refer to the Risk Management note in the Corporation's December 31, 2022 financial statements.

**Liquidity risk**

Lifeco has the following policies and procedures in place to manage liquidity risk:

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

**Credit risk**

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

**NOTE 15 Risk Management** (continued)**Market risk***a) Foreign exchange risk*

If the assets backing insurance and investment contract liabilities are not matched by currency, changes in foreign exchange rates can expose Lifeco to the risk of foreign exchange losses not offset by liability decreases.

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

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

*b) Interest rate risk*

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

- Interest rate risk is managed by investing in assets that are suitable for the products sold.
- Lifeco uses a formal process for managing the matching of assets and liabilities. This involves grouping general fund assets and liabilities into segments. Assets in each segment are managed in relation to the liabilities in the segment.
- For products with fixed and highly predictable benefit payments, investments are generally made in fixed income assets or investment properties whose cash flows closely match the liability product cash flows. Where assets are not available to match certain period cash flows, such as long-tail cash flows, a portion of the assets are invested in equities and other non-fixed income assets, while the rest are duration matched.
- Hedging instruments are employed when there is a lack of suitable permanent investments or to manage the level of loss exposure to interest rate changes.
- To the extent asset and liability cash flows are matched, protection against interest rate change is achieved and any change in the fair value of the assets will be offset by a similar change in the fair value of the liabilities.
- For products with less predictable timing of benefit payments, investments are made in fixed income assets with cash flows of a shorter duration than the anticipated timing of benefit payments, or in equities and non-fixed income assets.
- The risk associated with the mismatch in portfolio duration and cash flow, asset prepayment exposure and the pace of asset acquisition is quantified and reviewed regularly.

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

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

**NOTE 15 Risk Management** (continued)

The impact to net earnings from an immediate parallel 50 basis point increase or decrease in interest rates is illustrated in the table below, rounded to the nearest \$25 million:

**Change in market yield curves**

	Net earnings	
	50 basis point increase in interest rates, UIR no change	50 basis point decrease in interest rates, UIR no change
June 30, 2023	100	(150)
December 31, 2022	75	(125)

Actual impacts of interest rate changes will vary depending upon the geography where the changes occur. Net earnings are positively impacted by a parallel increase in interest rates in Canada and the U.K. and are positively impacted by a parallel decrease in interest rates in the eurozone. Actual impacts of interest rate changes also vary by the level of change in interest rates by term. Therefore, actual impacts from interest rate changes may differ from the estimated impact of parallel movements in all geographies, which is presented above.

The potential impact on the net earnings does not take into account any future potential changes to Lifeco's ultimate investment rate (UIR) assumptions. As at both June 30, 2023 and December 31, 2022, the sensitivity of net earnings to a 10 basis point increase or decrease in the UIR in all geographies would be an increase of \$25 million or a decrease of \$25 million post-tax, respectively.

**c) Equity risk**

Lifeco has investment policy guidelines in place that provide for prudent investment in equity markets with clearly defined limits to mitigate this risk.

The risks associated with segregated fund guarantees on lifetime Guaranteed Minimum Withdrawal Benefits have been mitigated through a hedging program using equity futures, currency forwards, and interest rate derivatives.

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

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

The following table provides information on the expected immediate impacts of an immediate 10% or 20% increase or decrease in the value of publicly traded common shares on the net earnings, rounded to the nearest \$25 million:

**Change in publicly traded common share values**

	Net earnings			
	Increase		Decrease	
	20%	10%	10%	20%
June 30, 2023	225	125	(125)	(250)
December 31, 2022	200	100	(125)	(225)

**NOTE 15 Risk Management** (continued)

The following table provides information on the expected impacts of an immediate 5% or 10% increase or decrease in the value of other non-fixed income assets on the net earnings, rounded to the nearest \$25 million:

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

	Net earnings			
	Increase		Decrease	
	10%	5%	5%	10%
June 30, 2023	375	200	(200)	(400)
December 31, 2022	400	200	(200)	(425)

**IGM FINANCIAL**

The risk committee of the board of IGM is responsible for assisting the board of directors of IGM in reviewing and overseeing the risk governance structure and risk management program of IGM.

The risk management policies and procedures of IGM are discussed in the IGM section of the Corporation's Management's Discussion and Analysis (Part C) for the six months ended June 30, 2023 and in Note 22 to the Corporation's Consolidated Financial Statements for the year ended December 31, 2022 and have not changed significantly since December 31, 2022.

*a) Liquidity risk*

IGM's liquidity management practices include:

- Maintaining liquid assets and lines of credit to satisfy near-term liquidity needs.
- Ensuring effective controls over liquidity management processes.
- Performing regular cash forecasts and stress testing.
- Regular assessment of capital market conditions and IGM's ability to access bank and capital market funding.
- Ongoing efforts to diversify and expand long-term mortgage funding sources.
- Oversight of liquidity by management and by the financial risk management committee, a committee of finance and other IGM business leaders.

A key liquidity requirement for IGM is the funding of advisor network compensation paid for the distribution of financial products and services. This compensation continues to be paid from operating cash flows. IGM also maintains sufficient liquidity to fund and temporarily hold mortgages pending sale or securitization to long-term funding sources and to manage any derivative collateral requirements.

IGM believes its ongoing cash flows from operations, available cash balances and liquidity available through its lines of credit are sufficient to address its liquidity needs.

*b) Credit risk*

IGM manages credit risk related to cash and cash equivalents by adhering to its investment policy that outlines credit risk parameters and concentration limits. IGM regularly reviews the credit ratings of its counterparties. The maximum exposure to credit risk on these financial instruments is their carrying value.

IGM's allowance for credit losses was \$1 million at June 30, 2023, unchanged from December 31, 2022, and is considered adequate by IGM's management to absorb all credit-related losses in the mortgage portfolios based on: i) historical credit performance experience; ii) recent trends including increasing interest rates; iii) current portfolio credit metrics and other relevant characteristics; iv) its strong financial planning relationship with its clients; and v) stress testing of losses under adverse real estate market conditions.

IGM's exposure to and management of credit risk related to cash and cash equivalents, fixed income securities and mortgage portfolios have not changed materially since December 31, 2022.



**NOTE 16 Insurance Revenue**

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
<b>Contracts not measured under the PAA</b>				
Amounts relating to changes in liabilities for remaining coverage				
Experience adjustments	(47)	(40)	(61)	(93)
CSM recognized for services provided	316	301	623	583
Change in risk adjustment for non-financial risk for risk expired	152	159	301	324
Expected incurred claims and other insurance service expenses	2,293	2,204	4,536	4,488
Recovery of insurance acquisition cash flows	138	107	276	211
	2,852	2,731	5,675	5,513
<b>Contracts measured under the PAA</b>				
	2,229	2,031	4,443	4,029
<b>Total insurance revenue</b>	<b>5,081</b>	<b>4,762</b>	<b>10,118</b>	<b>9,542</b>

**NOTE 17 Insurance Service and Operating and Administrative Expenses**

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Claims and benefits incurred	3,477	3,024	6,923	6,284
Allocation of premium directly to recovery of insurance acquisition cash flows	175	166	348	329
Adjustments to the liability for incurred claims	(104)	(106)	(190)	(236)
Losses and reversal of losses on onerous insurance contracts	10	17	24	22
Salaries and other employee benefits	1,393	1,238	2,824	2,458
General and administrative	828	716	1,522	1,152
Amortization, depreciation and impairment	200	209	406	406
Commissions	692	647	1,415	1,437
Restructuring and other	121	59	148	77
<b>Total expenses</b>	<b>6,792</b>	<b>5,970</b>	<b>13,420</b>	<b>11,929</b>
Represented by:				
Insurance service expenses	3,963	3,545	7,958	7,282
Operating and administrative expenses	2,829	2,425	5,462	4,647
<b>Total expenses</b>	<b>6,792</b>	<b>5,970</b>	<b>13,420</b>	<b>11,929</b>

**RESTRUCTURING AND OTHER****IGM Financial**

During the second quarter, IGM recognized restructuring and other charges of \$103 million (\$76 million after-tax) resulting from streamlining and simplifying IGM's business to more effectively align with its business priorities. The charge includes IGM's changes to the organizational structure to advance the growing needs of its business, digital transformation by retiring duplicate systems and modernizing information technology and effort to consolidate its real estate footprint to better reflect client and advisor needs.

**NOTE 18 Pension Plans and Other Post-Employment Benefits**

The pension plan and other post-employment benefits expense included in net earnings and other comprehensive income is as follows:

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Pension plans				
Service costs	80	76	153	153
Past service costs, plan amendments and curtailments	(1)	(1)	1	(2)
Net interest cost	-	3	1	8
	79	78	155	159
Post-employment benefits				
Service costs	-	-	1	1
Net interest cost	4	5	7	8
	4	5	8	9
Expense recognized in net earnings	83	83	163	168
Remeasurements				
Pension plans				
Actuarial (gains) losses	-	(1,362)	273	(2,461)
Return on assets less (greater) than discount rate	19	976	(120)	1,507
Change in the asset ceiling	3	208	(69)	228
Post-employment benefits				
Actuarial (gains) losses	(2)	(40)	5	(90)
Expense (income) recognized in other comprehensive income (loss)	20	(218)	89	(816)
Total expense (income)	103	(135)	252	(648)

The discount rates decreased by 0.2% to 0.3% during the six months ended June 30, 2023, primarily due to the decrease in yields on high-quality corporate bonds (it increased by 2.0% to 2.2% in the corresponding period in 2022, primarily due to the increase in yields on high-quality corporate bonds).

**NOTE 19 Income Taxes****INCOME TAX EXPENSE**

The components of income tax expense (recovery) recognized in net earnings are:

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Current taxes	205	160	505	379
Deferred taxes	(117)	30	(297)	76
	88	190	208	455

**EFFECTIVE INCOME TAX RATE**

The effective income tax rate for the Corporation for the six months ended June 30, 2023 was 12.4% compared to 16.0% for the six months ended June 30, 2022.

The effective income tax rate for the six months ended June 30, 2023 is lower than the effective income tax rate for the same period last year mainly due to higher non-taxable investment income and the jurisdictional mix of earnings at Lifeco, partially offset by the tax expense resulting from the ChinaAMC transaction between the Corporation and IGM.

The effective income tax rate for the comparative figures has been restated to reflect the adoption of IFRS 17 and IFRS 9 and to exclude discontinued operations related to Putnam Investments from earnings.

The effective income tax rates are generally lower than the Corporation's statutory income tax rate of 26.5% due to non-taxable investment income, lower tax in certain foreign jurisdictions and results from jointly controlled corporations and associates that are not taxable.

In December 2021, the OECD published model rules outlining a structure for a new 15% global minimum tax to be implemented by participating countries at an agreed future date, currently expected (for most countries) to be 2024. At this point, the countries in which the Corporation and its subsidiaries currently operate, other than the U.S., have indicated their commitment. A number of these countries have a lower tax rate than the proposed minimum, and when legislation is enacted, an increase in the effective tax rate is expected. The Corporation and its subsidiaries are awaiting legislation and detailed guidance to assess the full implications of the minimum tax regime.

**NOTE 20 Other Comprehensive Income**

	Items that may be reclassified subsequently to net earnings			Items that will not be reclassified to net earnings			Total
	Investment revaluation and cash flow hedges	Foreign currency translation	Share of jointly controlled corporations and associates	Investment revaluation	Actuarial gains (losses) on defined benefit pension plans and other	Share of jointly controlled corporations and associates	
Six months ended June 30, 2023							
Balance, beginning of year (restated)	(267)	1,205	1,087	-	(49)	(13)	1,963
Impact of initial application of IFRS 9	(117)	-	(1,271)	(14)	-	1,105	(297)
Restated balance, beginning of year	(384)	1,205	(184)	(14)	(49)	1,092	1,666
Other comprehensive income (loss)	83	(153)	(61)	(40)	(50)	142	(79)
Realized (gains) losses on FVOCI equity instruments transferred to retained earnings	-	-	-	41	-	(50)	(9)
Other	(4)	9	(31)	-	-	29	3
Balance, end of period	(305)	1,061	(276)	(13)	(99)	1,213	1,581

	Items that may be reclassified subsequently to net earnings			Items that will not be reclassified to net earnings			Total
	Investment revaluation and cash flow hedges	Foreign currency translation	Share of jointly controlled corporations and associates	Investment revaluation	Actuarial gains (losses) on defined benefit pension plans and other	Share of jointly controlled corporations and associates	
Six months ended June 30, 2022							
Balance, beginning of year		247	847	1,976	(474)	(17)	2,579
Impact of application of IFRS 9 overlay		34	-	-	-	-	34
Restated balance, beginning of year		281	847	1,976	(474)	(17)	2,613
Other comprehensive income (loss)		(360)	(272)	(1,059)	449	5	(1,237)
Other		-	-	51	-	-	51
Balance, end of period		(79)	575	968	(25)	(12)	1,427

**NOTE 21 Earnings Per Share**

The following is a reconciliation of the numerators and the denominators used in the computations of earnings per share:

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
<b>Earnings</b>				
Net earnings attributable to shareholders	514	614	840	1,489
Dividends on non-participating shares	(13)	(13)	(26)	(26)
Net earnings attributable to participating shareholders	501	601	814	1,463
Net loss attributable to participating shareholders from discontinued operations	48	5	61	5
Net earnings attributable to participating shareholders from continuing operations	549	606	875	1,468
Dilutive effect of subsidiaries' outstanding stock options	-	-	-	(7)
Effect of equity-settled method for TSARs	-	(17)	-	(17)
Net earnings adjusted for dilutive effect from continuing operations	549	589	875	1,444
<b>Number of participating shares [millions]</b>				
Weighted average number of participating shares outstanding - Basic	665.8	670.9	666.3	673.3
Potential exercise of outstanding stock options	1.0	3.0	1.0	4.3
Weighted average number of participating shares outstanding - Diluted	666.8	673.9	667.3	677.6
<b>Net earnings per participating share from continuing operations</b>				
Basic	0.82	0.90	1.31	2.18
Diluted	0.82	0.87	1.31	2.13
<b>Net earnings per participating share</b>				
Basic	0.75	0.89	1.22	2.17
Diluted	0.75	0.86	1.22	2.12

For the six months ended June 30, 2023, 2.2 million stock options (0.7 million in 2022) were excluded from the computation of diluted earnings per share as they were anti-dilutive.

## NOTE 22 Fair Value Measurement

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

Level	Definition	Financial assets and liabilities
Level 1	Utilize observable, unadjusted quoted prices in active markets for identical assets or liabilities that the Corporation has the ability to access.	<ul style="list-style-type: none"> <li>▪ actively exchange-traded equity securities;</li> <li>▪ exchange-traded futures;</li> <li>▪ mutual and segregated funds which have available prices in an active market with no redemption restrictions;</li> <li>▪ open-end investment fund units and other liabilities in instances where there are quoted prices available from active markets.</li> </ul>
Level 2	<p>Utilize other-than-quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.</p> <p>Level 2 inputs include quoted prices for similar assets and liabilities in active markets, and inputs other-than-quoted prices that are observable for the asset or liability, such as interest rates and yield curves that are observable at commonly quoted intervals.</p> <p>The fair values for some Level 2 securities were obtained from a pricing service. The pricing service inputs include, but are not limited to, benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, offers and reference data.</p>	<ul style="list-style-type: none"> <li>▪ assets and liabilities priced using a matrix which is based on credit quality and average life;</li> <li>▪ government and agency securities;</li> <li>▪ restricted shares;</li> <li>▪ certain private bonds and investment funds;</li> <li>▪ most investment-grade and high-yield corporate bonds;</li> <li>▪ most asset-backed securities;</li> <li>▪ most over-the-counter derivatives;</li> <li>▪ most mortgage and other loans;</li> <li>▪ deposits and certificates;</li> <li>▪ most debentures and other debt instruments;</li> <li>▪ most of the investment contracts that are measured at fair value through profit or loss;</li> <li>▪ certain limited-life and redeemable fund units.</li> </ul>
Level 3	<p>Utilize one or more significant inputs that are not based on observable market inputs and include situations where there is little, if any, market activity for the asset or liability.</p> <p>The values of the majority of Level 3 securities were obtained from single-broker quotes, internal pricing models, external appraisers or by discounting projected cash flows.</p>	<ul style="list-style-type: none"> <li>▪ certain bonds;</li> <li>▪ certain asset-backed securities;</li> <li>▪ certain private equities;</li> <li>▪ certain mortgage and other loans, including equity-release mortgages;</li> <li>▪ investments in mutual and segregated funds where there are redemption restrictions;</li> <li>▪ certain over-the-counter derivatives;</li> <li>▪ investment properties;</li> <li>▪ obligations to securitization entities;</li> <li>▪ certain other debt instruments;</li> <li>▪ certain limited-life and redeemable fund units.</li> </ul>

**NOTE 22 Fair Value Measurement** (continued)

The Corporation's assets and liabilities recorded at fair value, including their levels in the fair value hierarchy using the valuation methods and assumptions described in the summary of material accounting policies of the Corporation's December 31, 2022 Consolidated Financial Statements and above, are presented below. Fair values represent management's estimates and are generally calculated using market information at a specific point in time and may not reflect future fair values. The calculations are subjective in nature, and involve uncertainties and matters of significant judgment.

June 30, 2023	Level 1	Level 2	Level 3	Total fair value
<b>Assets</b>				
Bonds				
Fair value through profit or loss	-	140,546	236	140,782
Fair value through other comprehensive income	-	11,533	-	11,533
Mortgage and other loans				
Fair value through profit or loss	-	28,361	3,661	32,022
Fair value through other comprehensive income	-	571	-	571
Shares				
Fair value through profit or loss	10,755	183	4,420	15,358
Fair value through other comprehensive income	548	-	8	556
Investment properties	-	-	8,210	8,210
Derivative instruments	-	2,498	26	2,524
Assets held for sale <sup>[1]</sup>	233	1,074	880	2,187
Other assets	251	2,003	-	2,254
	11,787	186,769	17,441	215,997
<b>Liabilities</b>				
Investment contract liabilities	-	89,777	-	89,777
Derivative instruments	11	1,399	3	1,413
Limited-life and redeemable fund units	2	29	1,513	1,544
Other liabilities	-	336	-	336
	13	91,541	1,516	93,070

[1] Assets held for sale measured at fair value includes shares of \$97 million and trading account assets of \$2,090 million.

**NOTE 22 Fair Value Measurement** (continued)

December 31, 2022 <sup>[1]</sup>	Level 1	Level 2	Level 3	Total fair value
<b>Assets</b>				
<b>Bonds</b>				
Fair value through profit or loss <sup>[2]</sup>	-	143,190	195	143,385
Fair value through other comprehensive income <sup>[2]</sup>	-	12,701	-	12,701
Available for sale	-	358	-	358
<b>Mortgage and other loans</b>				
Fair value through profit or loss	-	29,013	3,476	32,489
Fair value through other comprehensive income	-	621	-	621
<b>Shares</b>				
Fair value through profit or loss	10,721	86	3,646	14,453
Available for sale	613	-	351	964
Investment properties	-	-	8,344	8,344
Derivative instruments	13	2,439	28	2,480
Other assets	320	1,903	940	3,163
	11,667	190,311	16,980	218,958
<b>Liabilities</b>				
Investment contract liabilities	-	94,810	-	94,810
Derivative instruments	-	1,712	5	1,717
Limited-life and redeemable fund units	86	34	1,577	1,697
Other liabilities	11	180	-	191
	97	96,736	1,582	98,415

[1] The Corporation has elected to apply the overlay approach on an instrument-by-instrument basis and therefore includes the application of the IFRS 9 overlay for certain instruments.

[2] An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as fair value through profit or loss were overstated by \$544 million and bonds classified as fair value through other comprehensive income were understated by \$544 million.

There were no significant transfers between Level 1 and Level 2 in these periods.



**NOTE 22 Fair Value Measurement** (continued)

Additional information about assets and liabilities measured at fair value on a recurring basis for which the Corporation and its subsidiaries have utilized Level 3 inputs to determine fair value for the six months ended June 30, 2023 and 2022 is presented below.

	Mortgage and other loans		Shares		Investment properties	Derivatives, net	Limited-life and redeemable fund units	Assets held for sale	Other assets (liabilities)	Total
	Bonds									
June 30, 2023	Fair value through profit or loss	Fair value through profit or loss	Fair value through profit or loss <sup>[2]</sup>	Fair value through other comprehensive income <sup>[3]</sup>						
Balance, beginning of year	195	3,476	3,646	351	8,344	23	(1,577)	-	940	15,398
Impact of initial application of IFRS 9	-	-	349	(349)	-	-	-	-	-	-
Restated balance, beginning of year	195	3,476	3,995	2	8,344	23	(1,577)	-	940	15,398
Total gains (losses)										
Net earnings	3	(53)	110	-	(212)	1	(110)	1	(12)	(272)
Other comprehensive income <sup>[1]</sup>	-	45	(28)	6	24	(2)	12	(21)	-	36
Purchases	44	7	587	-	146	(1)	(56)	-	23	750
Issues	-	336	-	-	-	-	(230)	-	-	106
Sales	(6)	(9)	(193)	-	(92)	-	-	(51)	-	(351)
Settlements	-	(65)	-	-	-	2	120	-	-	57
Transfers into Level 3	-	-	18	-	-	-	-	-	-	18
Other <sup>[4]</sup>	-	(76)	(69)	-	-	-	328	951	(951)	183
Balance, end of period	236	3,661	4,420	8	8,210	23	(1,513)	880	-	15,925

[1] Amount of other comprehensive income for fair value through profit or loss bonds, mortgage and other loans, shares, investment properties and other assets and liabilities represents the unrealized gains (losses) on foreign exchange.

[2] Includes investments in mutual and segregated funds where there are redemption restrictions. The fair value is based on observable, quoted prices.

[3] Balance at the beginning of year represents available-for-sale shares reclassified as fair value through profit or loss on transition.

[4] Includes amounts reclassified to assets held for sale as a result of the agreement to sell Putnam Investments (Note 4).

**NOTE 22 Fair Value Measurement** (continued)

December 31, 2022	Bonds	Mortgage and other loans	Shares			Derivatives, net	Limited-life and redeemable fund units	Other assets (liabilities)	Total
	Fair value through profit or loss	Fair value through profit or loss	Fair value through profit or loss <sup>[2]</sup>	Available for sale	Investment properties				
Balance, beginning of year	100	2,667	2,240	565	7,763	6	(1,005)	473	12,809
Impact of application of IFRS 9 overlay	45	6	312	(167)	-	-	-	-	196
Restated balance, beginning of year	145	2,673	2,552	398	7,763	6	(1,005)	473	13,005
Total gains (losses)									
Net earnings	(12)	(640)	119	60	(41)	26	(14)	(125)	(627)
Other comprehensive income <sup>[1]</sup>	-	(67)	18	(26)	(42)	(1)	(39)	30	(127)
Purchases	82	-	1,180	53	710	(5)	-	710	2,730
Issues	-	1,693	-	-	-	-	(528)	-	1,165
Sales	(20)	-	(199)	(135)	(55)	-	-	(168)	(577)
Settlements	-	(161)	-	-	-	(3)	6	-	(158)
Derecognition	-	(22)	5	-	-	-	37	-	20
Transfers into Level 3	-	-	2	-	-	-	(34)	12	(20)
Transfers out of Level 3	-	-	(27)	(3)	-	-	-	8	(22)
Other	-	-	(4)	4	9	-	-	-	9
Balance, end of year	195	3,476	3,646	351	8,344	23	(1,577)	940	15,398

[1] Amount of other comprehensive income for fair value through profit or loss bonds, mortgage and other loans, shares, investment properties and other assets and liabilities represents the unrealized gains (losses) on foreign exchange.

[2] Includes investments in mutual and segregated funds where there are redemption restrictions. The fair value is based on observable, quoted prices.

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

**NOTE 22 Fair Value Measurement** (continued)

Significant unobservable inputs used at period-end in measuring assets categorized as Level 3 in the fair value hierarchy are presented below.

Type of asset	Valuation approach	Significant unobservable input	Input value	Interrelationship between key unobservable inputs and fair value measurement
Investment properties	Investment property valuations are generally determined using property valuation models based on expected capitalization rates and models that discount expected future net cash flows. The determination of the fair value of investment property requires the use of estimates such as future cash flows (such as future leasing assumptions, rental rates, capital and operating expenditures) and discount, reversionary and overall capitalization rates applicable to the asset based on current market rates.	Discount rate	Range of 4.0% - 15.9%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.
		Reversionary rate	Range of 4.0% - 7.8%	A decrease in the reversionary rate would result in an increase in fair value. An increase in the reversionary rate would result in a decrease in fair value.
		Vacancy rate	Weighted average of 4.2%	A decrease in the expected vacancy rate would generally result in an increase in fair value. An increase in the expected vacancy rate would generally result in a decrease in fair value.
Mortgage and other loans - equity-release mortgages (fair value through profit or loss)	The valuation approach for equity-release mortgages is to use an internal valuation model to determine the projected asset cash flows, including the stochastically calculated cost of the no-negative-equity guarantee for each individual loan, to aggregate these across all loans and to discount those cash flows back to the valuation date. The projection is done monthly until expected redemption of the loan either voluntarily or on the death/entering into long-term care of the loanholders.	Discount rate	Range of 5.1% - 7.6%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.
Shares	The determination of the fair value of shares requires the use of estimates such as future cash flows, discount rates, projected earnings multiples, or recent transactions.	Discount rate	Various	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.
Limited-life and redeemable fund units	The determination of the fair value of the limited-life and redeemable fund units is based on the fair value of the underlying fund's investments.	Discount rate	Various	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.

## NOTE 23 Segmented Information

The Corporation is an international management and holding company. Its core holdings are leading insurance, retirement, wealth management and investment businesses, including a portfolio of alternative asset investment platforms.

As a holding company, the Corporation evaluates the performance of each operating segment based on its contribution to the earnings attributable to participating shareholders. The contribution to the earnings attributable to participating shareholders from Lifeco, IGM Financial, GBL, Sagard, Power Sustainable and other, represents the Corporation's share of their net earnings.

The Corporation's reportable segments include Lifeco and IGM Financial due to their quantitative contribution, and the Corporation also considers GBL as a reportable segment. Together, they represent the Corporation's investments in publicly traded operating companies. As well, the Corporation considers the Holding company to be a reportable segment.

- **Lifeco** is a financial services holding company with interests in life insurance, health insurance, retirement savings, wealth and asset management, and reinsurance businesses, primarily in Canada, the U.S. and Europe.
- **IGM Financial** is a leading wealth and asset management company supporting advisors and the clients they serve in Canada, and institutional investors through North America, Europe and Asia.
- **GBL** is indirectly held through Parjointco. GBL is a Belgian investment holding company and leading investor in Europe focused on long-term value creation. Its portfolio is comprised of a portfolio of listed and private assets composed of global companies, which are leaders in their sectors.
- **Holding company** comprises the corporate activities of the Corporation and Power Financial, on a combined basis, and presents the investment activities of the Corporation including its investments in consolidated entities. The Holding company activities present the Holding company's assets and liabilities, including cash, investments, debentures and non-participating shares. The Holding company cash flows are primarily comprised of dividends received, income from investments and income (loss) from cash and cash equivalents, less operating expenses, financing charges, income taxes and non-participating and participating share dividends.

The Corporation's asset management activities through the investment platforms, Sagard and Power Sustainable, together with their investing activities, are presented on a combined basis in another category, Alternative asset investment platforms and other, as they do not qualify as reportable segments.

**Alternative asset investment platforms and other** are comprised of the results of:

- Alternative asset management businesses, Sagard and Power Sustainable;
- Investments managed by Sagard and Power Sustainable on behalf of the Corporation;
- Entities held through the alternative asset managers which are consolidated; and
- Standalone businesses representing a subsidiary, a jointly controlled corporation and associates which are managed to realize value over time.

**Effect of consolidation** represents the reconciliation between the measurement basis used for the presentation of the Holding company with the consolidated financial statements, as well as the intersegment elimination for investments under common control and other consolidation entries.

The segmented assets present the activities of the holding company, including its investments in consolidated entities, Lifeco and IGM, as well as other controlled entities, using the equity method of accounting as a measurement basis. These entities are consolidated in the Corporation's consolidated balance sheets. Common equity interests in Lifeco, IGM, and alternative asset investment platforms and other (intersegment investments) are included in their respective segment's assets.

**NOTE 23 Segmented Information** (continued)**CONSOLIDATED NET EARNINGS**

Three months ended June 30, 2023	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
<b>Segment revenue</b>							
Insurance revenue <sup>[1]</sup>	5,081	-	-	-	-	-	5,081
Net investment income <sup>[2]</sup>	2,049	5	-	(6)	88	18	2,154
Change in fair value through profit or loss <sup>[2]</sup>	(2,668)	(2)	-	11	52	(19)	(2,626)
Fee income <sup>[3][4]</sup>	1,466	868	-	-	72	(29)	2,377
Other <sup>[3]</sup>	-	-	-	-	187	-	187
<b>Total segment revenue</b>	<b>5,928</b>	<b>871</b>	<b>-</b>	<b>5</b>	<b>399</b>	<b>(30)</b>	<b>7,173</b>
<b>Other insurance and investment results</b>							
Insurance service expenses <sup>[1]</sup>	(3,963)	-	-	-	-	-	(3,963)
Net income (expenses) from reinsurance contracts <sup>[1]</sup>	(415)	-	-	-	-	-	(415)
Net investment result from insurance activities <sup>[2][5]</sup>	911	-	-	-	-	-	911
Net investment result from insurance contracts on account of segregated fund policyholders	-	-	-	-	-	-	-
<b>Total other insurance and investment results</b>	<b>(3,467)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(3,467)</b>
<b>Expenses</b>							
Operating and administrative expenses <sup>[4]</sup>	1,687	721	-	46	393	(18)	2,829
Financing charges	104	33	-	13	36	-	186
<b>Total expenses</b>	<b>1,791</b>	<b>754</b>	<b>-</b>	<b>59</b>	<b>429</b>	<b>(18)</b>	<b>3,015</b>
Earnings before investments in jointly controlled corporations and associates, and income taxes	670	117	-	(54)	(30)	(12)	691
Share of earnings (losses) of investments in jointly controlled corporations and associates	12	58	90	97	34	(43)	248
Earnings before income taxes	682	175	90	43	4	(55)	939
Income taxes	56	37	-	1	(3)	(3)	88
Net earnings from continuing operations	626	138	90	42	7	(52)	851
Net loss from discontinued operations [Note 4]	(71)	-	-	-	-	-	(71)
<b>Net earnings</b>	<b>555</b>	<b>138</b>	<b>90</b>	<b>42</b>	<b>7</b>	<b>(52)</b>	<b>780</b>
<b>Attributable to</b>							
Non-controlling interests	228	59	-	35	(4)	(52)	266
Non-participating shareholders	-	-	-	13	-	-	13
Participating shareholders <sup>[6][7]</sup>	327	79	90	(6)	11	-	501
	555	138	90	42	7	(52)	780

[1] Included within insurance service result in the statements of earnings.

[2] Included within net investment result in the statements of earnings.

[3] Included within fee income and other revenues in the statements of earnings.

[4] Dealer compensation expenses at IGM are included in operating and administrative expenses.

[5] Includes net finance income (expenses) from insurance contracts, net finance income (expenses) from reinsurance contracts and changes in investment contract liabilities.

[6] The contribution from Lifeco, IGM, GBL and alternative asset investment platforms and other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation.

[7] The contribution from Lifeco and IGM includes an allocation for the results of investments under common control based on their respective interests.

**NOTE 23 Segmented Information** (continued)**CONSOLIDATED NET EARNINGS**

Three months ended June 30, 2022	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
<b>Segment revenue</b>							
Insurance revenue <sup>[1]</sup>	4,762	-	-	-	-	-	4,762
Net investment income <sup>[2]</sup>	1,975	3	-	18	(24)	9	1,981
Change in fair value through profit or loss <sup>[2]</sup>	(13,660)	(4)	-	3	(40)	18	(13,683)
Fee income <sup>[3][4]</sup>	1,317	853	-	-	68	(30)	2,208
Other <sup>[3]</sup>	-	-	-	-	142	-	142
<b>Total segment revenue</b>	<b>(5,606)</b>	<b>852</b>	<b>-</b>	<b>21</b>	<b>146</b>	<b>(3)</b>	<b>(4,590)</b>
<b>Other insurance and investment results</b>							
Insurance service expenses <sup>[1]</sup>	(3,545)	-	-	-	-	-	(3,545)
Net income (expenses) from reinsurance contracts <sup>[1]</sup>	(419)	-	-	-	-	-	(419)
Net investment result from insurance activities <sup>[2][5]</sup>	12,244	-	-	-	-	-	12,244
Net investment result from insurance contracts on account of segregated fund policyholders	-	-	-	-	-	-	-
<b>Total other insurance and investment results</b>	<b>8,280</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8,280</b>
<b>Expenses</b>							
Operating and administrative expenses <sup>[4]</sup>	1,617	607	-	20	208	(27)	2,425
Financing charges	95	28	-	13	8	4	148
<b>Total expenses</b>	<b>1,712</b>	<b>635</b>	<b>-</b>	<b>33</b>	<b>216</b>	<b>(23)</b>	<b>2,573</b>
Earnings before investments in jointly controlled corporations and associates, and income taxes	962	217	-	(12)	(70)	20	1,117
Share of earnings (losses) of investments in jointly controlled corporations and associates	25	50	(27)	15	22	(40)	45
Earnings before income taxes	987	267	(27)	3	(48)	(20)	1,162
Income taxes	123	59	-	(4)	9	3	190
Net earnings from continuing operations	864	208	(27)	7	(57)	(23)	972
Net loss from discontinued operations [Note 4]	(7)	-	-	-	-	-	(7)
<b>Net earnings</b>	<b>857</b>	<b>208</b>	<b>(27)</b>	<b>7</b>	<b>(57)</b>	<b>(23)</b>	<b>965</b>
<b>Attributable to</b>							
Non-controlling interests	309	60	-	34	(29)	(23)	351
Non-participating shareholders	-	-	-	13	-	-	13
Participating shareholders <sup>[6][7]</sup>	548	148	(27)	(40)	(28)	-	601
	857	208	(27)	7	(57)	(23)	965

[1] Included within insurance service result in the statements of earnings.

[2] Included within net investment result in the statements of earnings.

[3] Included within fee income and other revenues in the statements of earnings.

[4] Dealer compensation expenses at IGM are included in operating and administrative expenses.

[5] Includes net finance income (expenses) from insurance contracts, net finance income (expenses) from reinsurance contracts and changes in investment contract liabilities.

[6] The contribution from Lifeco, IGM, GBL and alternative asset investment platforms and other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation.

[7] The contribution from Lifeco and IGM includes an allocation for the results of investments under common control based on their respective interests.

**NOTE 23 Segmented Information** (continued)**CONSOLIDATED NET EARNINGS**

Six months ended June 30, 2023	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
<b>Segment revenue</b>							
Insurance revenue <sup>[1]</sup>	10,118	-	-	-	-	-	10,118
Net investment income <sup>[2]</sup>	4,147	195	-	12	108	(158)	4,304
Change in fair value through profit or loss <sup>[2]</sup>	904	(1)	-	14	70	(7)	980
Fee income <sup>[3][4]</sup>	2,866	1,714	-	-	140	(51)	4,669
Other <sup>[3]</sup>	-	-	-	-	328	-	328
<b>Total segment revenue</b>	<b>18,035</b>	<b>1,908</b>	<b>-</b>	<b>26</b>	<b>646</b>	<b>(216)</b>	<b>20,399</b>
<b>Other insurance and investment results</b>							
Insurance service expenses <sup>[1]</sup>	(7,958)	-	-	-	-	-	(7,958)
Net income (expenses) from reinsurance contracts <sup>[1]</sup>	(757)	-	-	-	-	-	(757)
Net investment result from insurance activities <sup>[2][5]</sup>	(4,448)	-	-	-	-	-	(4,448)
Net investment result from insurance contracts on account of segregated fund policyholders	-	-	-	-	-	-	-
<b>Total other insurance and investment results</b>	<b>(13,163)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(13,163)</b>
<b>Expenses</b>							
Operating and administrative expenses <sup>[4]</sup>	3,332	1,336	-	97	734	(37)	5,462
Financing charges	219	61	-	27	66	4	377
<b>Total expenses</b>	<b>3,551</b>	<b>1,397</b>	<b>-</b>	<b>124</b>	<b>800</b>	<b>(33)</b>	<b>5,839</b>
Earnings before investments in jointly controlled corporations and associates, and income taxes	1,321	511	-	(98)	(154)	(183)	1,397
Share of earnings (losses) of investments in jointly controlled corporations and associates	15	111	109	99	21	(74)	281
Earnings before income taxes	1,336	622	109	1	(133)	(257)	1,678
Income taxes	86	101	-	41	(8)	(12)	208
Net earnings from continuing operations	1,250	521	109	(40)	(125)	(245)	1,470
Net loss from discontinued operations [Note 4]	(90)	-	-	-	-	-	(90)
<b>Net earnings</b>	<b>1,160</b>	<b>521</b>	<b>109</b>	<b>(40)</b>	<b>(125)</b>	<b>(245)</b>	<b>1,380</b>
<b>Attributable to</b>							
Non-controlling interests	438	321	-	69	(43)	(245)	540
Non-participating shareholders	-	-	-	26	-	-	26
Participating shareholders <sup>[6][7]</sup>	722	200	109	(135)	(82)	-	814
	<b>1,160</b>	<b>521</b>	<b>109</b>	<b>(40)</b>	<b>(125)</b>	<b>(245)</b>	<b>1,380</b>

[1] Included within insurance service result in the statements of earnings.

[2] Included within net investment result in the statements of earnings.

[3] Included within fee income and other revenues in the statements of earnings.

[4] Dealer compensation expenses at IGM are included in operating and administrative expenses.

[5] Includes net finance income (expenses) from insurance contracts, net finance income (expenses) from reinsurance contracts and changes in investment contract liabilities.

[6] The contribution from Lifeco, IGM, GBL and alternative asset investment platforms and other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation.

[7] The contribution from Lifeco and IGM includes an allocation for the results of investments under common control based on their respective interests.

**NOTE 23 Segmented Information** (continued)**CONSOLIDATED NET EARNINGS**

Six months ended June 30, 2022	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
<b>Segment revenue</b>							
Insurance revenue <sup>[1]</sup>	9,542	-	-	-	-	-	9,542
Net investment income <sup>[2]</sup>	3,450	5	-	14	(78)	10	3,401
Change in fair value through profit or loss <sup>[2]</sup>	(24,952)	(8)	-	3	(36)	9	(24,984)
Fee income <sup>[3][4]</sup>	2,506	1,750	-	-	137	(57)	4,336
Other <sup>[3]</sup>	-	-	-	-	257	-	257
<b>Total segment revenue</b>	<b>(9,454)</b>	<b>1,747</b>	<b>-</b>	<b>17</b>	<b>280</b>	<b>(38)</b>	<b>(7,448)</b>
<b>Other insurance and investment results</b>							
Insurance service expenses <sup>[1]</sup>	(7,282)	-	-	-	-	-	(7,282)
Net income (expenses) from reinsurance contracts <sup>[1]</sup>	(781)	-	-	-	-	-	(781)
Net investment result from insurance activities <sup>[2][5]</sup>	23,208	-	-	-	-	-	23,208
Net investment result from insurance contracts on account of segregated fund policyholders	-	-	-	-	-	-	-
<b>Total other insurance and investment results</b>	<b>15,145</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>15,145</b>
<b>Expenses</b>							
Operating and administrative expenses <sup>[4]</sup>	2,953	1,238	-	57	449	(50)	4,647
Financing charges	183	56	-	27	14	9	289
<b>Total expenses</b>	<b>3,136</b>	<b>1,294</b>	<b>-</b>	<b>84</b>	<b>463</b>	<b>(41)</b>	<b>4,936</b>
Earnings before investments in jointly controlled corporations and associates, and income taxes	2,555	453	-	(67)	(183)	3	2,761
Share of earnings (losses) of investments in jointly controlled corporations and associates	32	98	(13)	28	10	(78)	77
Earnings before income taxes	2,587	551	(13)	(39)	(173)	(75)	2,838
Income taxes	330	123	-	1	-	1	455
Net earnings from continuing operations	2,257	428	(13)	(40)	(173)	(76)	2,383
Net loss from discontinued operations [Note 4]	(7)	-	-	-	-	-	(7)
<b>Net earnings</b>	<b>2,250</b>	<b>428</b>	<b>(13)</b>	<b>(40)</b>	<b>(173)</b>	<b>(76)</b>	<b>2,376</b>
<b>Attributable to</b>							
Non-controlling interests	823	130	-	67	(57)	(76)	887
Non-participating shareholders	-	-	-	26	-	-	26
Participating shareholders <sup>[6][7]</sup>	1,427	298	(13)	(133)	(116)	-	1,463
	<b>2,250</b>	<b>428</b>	<b>(13)</b>	<b>(40)</b>	<b>(173)</b>	<b>(76)</b>	<b>2,376</b>

[1] Included within insurance service result in the statements of earnings.

[2] Included within net investment result in the statements of earnings.

[3] Included within fee income and other revenues in the statements of earnings.

[4] Dealer compensation expenses at IGM are included in operating and administrative expenses.

[5] Includes net finance income (expenses) from insurance contracts, net finance income (expenses) from reinsurance contracts and changes in investment contract liabilities.

[6] The contribution from Lifeco, IGM, GBL and alternative asset investment platforms and other to net earnings attributable to participating shareholders of the Corporation includes the effect of consolidation.

[7] The contribution from Lifeco and IGM includes an allocation for the results of investments under common control based on their respective interests.



**NOTE 23 Segmented Information** (continued)**TOTAL ASSETS AND LIABILITIES**

June 30, 2023	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
Cash and cash equivalents	7,171	451	-	1,717	441	(381)	9,399
Investments	211,235	5,180	-	261	1,997	146	218,819
Investments in Lifeco, IGM and alternative asset investment platforms and other	737	1,181	-	20,766	-	(22,684)	-
Investments in jointly controlled corporations and associates	285	2,968	3,498	-	1,036	(389)	7,398
Assets held for sale	4,433	-	-	-	-	-	4,433
Other assets	40,478	5,486	-	264	6,038	(162)	52,104
Goodwill and intangible assets	15,478	4,172	-	2	1,533	(1)	21,184
Investments on account of segregated fund policyholders	410,616	-	-	-	-	-	410,616
<b>Total assets <sup>[1]</sup></b>	<b>690,433</b>	<b>19,438</b>	<b>3,498</b>	<b>23,010</b>	<b>11,045</b>	<b>(23,471)</b>	<b>723,953</b>
Insurance and investment contract liabilities	226,551	-	-	-	-	-	226,551
Liabilities held for sale	2,424	-	-	-	-	-	2,424
Obligation to securitization entities	-	4,547	-	-	-	-	4,547
Power Corporation's debentures and other debt instruments	-	-	-	647	-	-	647
Non-recourse debentures and other debt instruments	9,201	2,950	-	250	2,489	(88)	14,802
Other liabilities	12,437	5,697	-	957	5,132	(292)	23,931
Insurance and investment contracts on account of segregated fund policyholders	410,616	-	-	-	-	-	410,616
<b>Total liabilities</b>	<b>661,229</b>	<b>13,194</b>	<b>-</b>	<b>1,854</b>	<b>7,621</b>	<b>(380)</b>	<b>683,518</b>

[1] Total assets of Lifeco and IGM operating segments include the allocation of goodwill and certain consolidation adjustments.

December 31, 2022	Lifeco	IGM	GBL	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
Cash and cash equivalents	7,290	1,073	-	1,277	493	(285)	9,848
Investments	215,024	5,199	-	194	1,976	152	222,545
Investments in Lifeco, IGM and alternative asset investment platforms and other	702	1,536	-	20,710	-	(22,948)	-
Investments in jointly controlled corporations and associates	207	1,112	3,314	783	1,147	(47)	6,516
Other assets	44,260	5,652	-	310	4,664	(209)	54,677
Goodwill and intangible assets	17,271	4,173	-	2	1,487	-	22,933
Investments on account of segregated fund policyholders	387,882	-	-	-	-	-	387,882
<b>Total assets <sup>[1]</sup></b>	<b>672,636</b>	<b>18,745</b>	<b>3,314</b>	<b>23,276</b>	<b>9,767</b>	<b>(23,337)</b>	<b>704,401</b>
Insurance and investment contract liabilities	230,248	-	-	-	-	-	230,248
Obligation to securitization entities	-	4,610	-	-	-	-	4,610
Power Corporation's debentures and other debt instruments	-	-	-	647	-	-	647
Non-recourse debentures and other debt instruments	10,509	2,100	-	250	1,956	(88)	14,727
Other liabilities	14,772	5,900	-	987	4,366	(317)	25,708
Insurance and investment contracts on account of segregated fund policyholders	387,882	-	-	-	-	-	387,882
<b>Total liabilities</b>	<b>643,411</b>	<b>12,610</b>	<b>-</b>	<b>1,884</b>	<b>6,322</b>	<b>(405)</b>	<b>663,822</b>

[1] Total assets of Lifeco and IGM operating segments include the allocation of goodwill and certain consolidation adjustments.

**NOTE 23 Segmented Information** (continued)**CONDENSED STATEMENTS OF CASH FLOWS**

Six months ended June 30, 2023	Lifeco	IGM	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
Operating activities	(407)	378	745	15	(805)	(74)
Financing activities	(2,260)	486	(886)	820	707	(1,133)
Investing activities	2,874	(1,486)	581	(884)	5	1,090
Effect of changes in exchange rates on cash and cash equivalents	(68)	-	-	(3)	(3)	(74)
Increase (decrease) in cash and cash equivalents	139	(622)	440	(52)	(96)	(191)
Cash and cash equivalents, beginning of year	7,290	1,073	1,277	493	(285)	9,848
Cash and cash equivalents from continuing and discontinued operations, end of period	7,429	451	1,717	441	(381)	9,657
Less: Cash and cash equivalents from discontinued operations, end of period [Note 4]	258	-	-	-	-	258
Cash and cash equivalents from continuing operations, end of period	7,171	451	1,717	441	(381)	9,399

Six months ended June 30, 2022	Lifeco	IGM	Holding company	Alternative asset investment platforms and other	Effect of consolidation	Total
Operating activities	3,864	285	770	38	(947)	4,010
Financing activities	5	(784)	(1,053)	517	852	(463)
Investing activities	(1,960)	176	140	(686)	(14)	(2,344)
Effect of changes in exchange rates on cash and cash equivalents	(60)	-	-	(3)	(10)	(73)
Increase (decrease) in cash and cash equivalents	1,849	(323)	(143)	(134)	(119)	1,130
Cash and cash equivalents, beginning of year	6,075	1,292	1,635	759	(252)	9,509
Cash and cash equivalents, end of period	7,924	969	1,492	625	(371)	10,639

# Great-West Lifeco Inc.

PART B

## Management's Discussion and Analysis

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## Financial Statements and Notes

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Please note that the bottom of each page in Part B contains two different page numbers. A page number with the prefix "B" refers to the number of such page in this document and the page number without any prefix refers to the number of such page in the original document issued by Great-West Lifeco Inc.

The attached documents concerning Great-West Lifeco Inc. are documents prepared and publicly disclosed by such subsidiary, and are available under such subsidiary's profile on SEDAR+, at [www.sedarplus.ca](http://www.sedarplus.ca). Certain statements in the attached documents, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect the current expectations of the subsidiary as set forth therein. Forward-looking statements are provided for the purposes of assisting the reader in understanding the subsidiary's financial performance, financial position and cash flows as at and for the periods ended on certain dates and to present information about the subsidiary's management's current expectations and plans relating to the future and the reader is cautioned that such statements may not be appropriate for other purposes.

By its nature, forward-looking 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.

For further information provided by the subsidiary as to the material factors that could cause actual results to differ materially from the content of forward-looking statements, the material factors and assumptions that were applied in making the forward-looking statements, and the subsidiary's policy for updating the content of forward-looking statements, please see the attached documents, including the section entitled Cautionary Note Regarding Forward-Looking Information. The reader is cautioned to consider these factors and assumptions carefully and not to put undue reliance on forward-looking statements.



**CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION**

This MD&A contains forward-looking information. Forward-looking information includes statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "will", "may", "expects", "anticipates", "intends", "plans", "believes", "estimates", "objective", "target", "potential" and other similar expressions or negative versions thereof. Forward-looking information includes, without limitation, statements about the Company and its operations, business (including business mix), financial condition, expected financial performance (including revenues, earnings or growth rates and medium-term financial objectives), ongoing business strategies or prospects, climate-related and diversity-related measures, objectives and targets, anticipated global economic conditions and possible future actions by the Company, including statements made with respect to the expected costs, benefits, timing of integration activities and timing and extent of revenue and expense synergies of acquisitions and divestitures (including but not limited to the proposed acquisition of Investment Planning Counsel (IPC), the proposed acquisition of Value Partners Group Inc. (Value Partners), the proposed sale of Putnam Investments (Putnam), and the proposed sale of Canada Life U.K.'s individual onshore protection business), value creation and realization, growth opportunities, 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 and investments in strategic partnerships), the timing and completion of the proposed acquisitions of IPC and Value Partners and the proposed sale of Putnam and Canada Life U.K.'s individual onshore protection business, and the impact of regulatory developments on the Company's business strategy and growth objectives.

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

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

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

**Important Note Regarding Sustainability Disclosure**

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

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

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

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

This MD&A contains some non-Generally Accepted Accounting Principles (GAAP) financial measures and non-GAAP ratios as defined in National Instrument 52-112 "Non-GAAP and Other Financial Measures Disclosure". Terms by which non-GAAP financial measures are identified include, but are not limited to, "base earnings (loss)", "base earnings (loss) (US\$)", "base earnings: insurance service result", "base earnings: net investment result", "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" and "effective income tax rate – base earnings – common shareholders". Non-GAAP financial measures and ratios are used to provide management and investors with additional measures of performance to help assess results where no comparable GAAP (IFRS) measure exists. However, non-GAAP financial measures and ratios do not have standard meanings prescribed by GAAP (IFRS) and are not directly comparable to similar measures used by other companies. Refer to the "Non-GAAP Financial Measures and Ratios" section in this MD&A for the appropriate reconciliations of these non-GAAP financial measures to measures prescribed by GAAP as well as additional details on each measure and ratio.

**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 2023	March 31 2023 <sup>6</sup>	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Earnings</b>					
Base earnings <sup>1,6</sup>	\$ 920	\$ 826	\$ 903	\$ 1,746	\$ 1,615
Net earnings - common shareholders	498	595	823	1,093	2,157
<b>Per common share</b>					
Basic:					
Base earnings <sup>2,6</sup>	0.99	0.89	0.97	1.87	1.73
Net earnings	0.53	0.64	0.88	1.17	2.32
Diluted net earnings	0.53	0.64	0.88	1.17	2.31
Dividends paid	0.52	0.52	0.49	1.04	0.98
Book value <sup>3</sup>	23.22	23.45	22.11		
<b>Base return on equity<sup>2,6</sup></b>	<b>15.9 %</b>	16.1 %			
<b>Return on equity<sup>3</sup></b>	<b>11.7 %</b>	13.4 %			
<b>Base dividend payout ratio<sup>2,6</sup></b>	<b>52.6 %</b>	58.7 %	50.6 %		
<b>Dividend payout ratio<sup>3</sup></b>	<b>97.4 %</b>	81.3 %	55.7 %		
<b>Financial leverage ratio<sup>4</sup></b>	<b>31 %</b>	33 %	33 %		
<b>Price/earnings ratio<sup>3</sup></b>	<b>14.2X</b>	11.7X			
<b>Price/book value ratio<sup>3</sup></b>	<b>1.7X</b>	1.5X			
<b>Total assets per financial statements</b>	<b>\$ 690,003</b>	\$ 691,853			
<b>Total assets under management<sup>1</sup></b>	<b>1,042,373</b>	1,040,214			
<b>Total assets under administration<sup>1</sup></b>	<b>2,643,378</b>	2,596,151			
<b>Total contractual service margin (net of reinsurance held)</b>	<b>13,058</b>	13,043			
<b>Total equity</b>	<b>\$ 28,774</b>	\$ 29,037			
<b>Canada Life Assurance Company consolidated LICAT Ratio<sup>5</sup></b>	<b>126 %</b>	127 %			

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

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

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

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

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

<sup>6</sup> Comparative results are restated to exclude net earnings (losses) from discontinued operations related to Putnam Investments.

Base earnings per share for the second quarter of 2023 are up 2% from the second quarter of 2022 and up 11% from the first quarter of 2023. Net earnings per share of \$0.53 for the second quarter of 2023 are down from the second quarter of 2022 and the first quarter of 2023, as net earnings were negatively impacted by \$0.30 per share predominantly from divestiture-related costs in the U.S. and Europe segments, and realized other comprehensive income (OCI) losses related to asset rebalancing to shorter duration assets in the Europe surplus account. The asset rebalancing capitalized on higher short-term interest rates and had a favourable impact on LICAT interest rate capital requirements as well as reducing future interest rate sensitivities (See Base and Net Earnings discussion).



**DEVELOPMENTS**

- The Company has adopted and successfully implemented IFRS 17, Insurance Contracts and IFRS 9, Financial Instruments effective January 1, 2023<sup>1</sup>. The new reporting regime provides improved visibility as to the strong underlying economics and diversification of Lifeco's portfolio through enhanced disclosures and metrics. These new standards do not have a material financial impact or result in a material change in the level of invested assets, nor do they change the underlying economics of the Company's business activities or change the Company's business strategy.
- As the Company is advancing its business strategy and driving momentum across the portfolio, it is enhancing its reporting and disclosures to provide greater clarity and transparency into how the Company is creating value for shareholders and growing the business. The result is that the Company is evolving the previous value-creation priorities to focus on three key value drivers for its business: Workplace Solutions, Wealth & Asset Management and Insurance & Risk Solutions.
- Canada Life was awarded the Federal Government Dental Care benefits program in June. This win extends a decades-long relationship in retaining the Public Service Dental Care Plan (PSDCP) for active employees and expands to include the retiree plan effective July 1, 2024. Overall, the program represents approximately \$550 million in annual paid claims and supports the same 1.7 million Canadians as the Public Service Health Care Plan (PSHCP) onboarded on July 1, 2023.

**Strategic Highlights and Transactions**

- On May 31, 2023, Lifeco announced an agreement to sell Putnam Investments to Franklin Resources, Inc., operating as Franklin Templeton. The total potential transaction consideration and retained value is estimated to be US\$1.7-US\$1.8 billion. Franklin Templeton will pay upfront consideration of US\$950 million-US\$1 billion consisting of 33.33 million Franklin Templeton shares at closing and US\$100 million in cash 6 months after closing. Further consideration of up to US\$375 million payable between 3 and 7 years is tied to the growth of the partnership. Lifeco will retain its controlling interest in PanAgora Asset Management, a leading quantitative asset manager, and realize the value of Putnam's seed capital, which, together with closing adjustments, are estimated to be worth US\$375-US\$425 million. Lifeco will also retain certain deferred tax assets related to Putnam. Lifeco has agreed to retain shares representing approximately 4.9% of outstanding Franklin Templeton stock for a minimum 5-year period. The transaction is expected to close in the fourth quarter of 2023, subject to customary closing conditions including regulatory approvals. The transaction is not expected to result in a material gain or loss before transaction costs.

In addition to the sale, Lifeco, along with Power Corporation of Canada and Franklin Templeton, has entered into a strategic partnership to distribute Franklin Templeton products. Lifeco will provide an initial long-term asset allocation of US\$25 billion assets under management<sup>2</sup> to Franklin Templeton within 12 months of closing with the potential for that amount to increase over the next several years.

- On April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel Inc. (IPC), a leading independent wealth management firm, from IGM Financial Inc. (IGM). This acquisition accelerates Canada Life's strategy of building a leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth management providers in Canada. Canada Life will acquire IPC for a total cash consideration of \$575 million, subject to adjustments. Transaction and integration costs of \$25 million pre-tax are expected over 18 months after the deal is closed. IGM is an affiliated company and a member of the Power Corporation group of companies. The transaction is expected to close in the fourth quarter of 2023 and is subject to customary closing conditions including regulatory approvals.
- On June 13, 2023, Canada Life announced an agreement to acquire Value Partners Group Inc. (Value Partners), a fast-growing Winnipeg-based investment firm serving clients with complex and sophisticated wealth

<sup>1</sup> Refer to the "Accounting Policies" section of this document and to notes 2 and 3 of the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 for further details.

<sup>2</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.



needs. This acquisition accelerates Canada Life's strategy of building a leading wealth management platform for independent advisors. The acquisition will be financed with existing resources and is not expected to have a material impact on Canada Life's financial position. The transaction is expected to close by the end of 2023 and is subject to customary closing conditions including regulatory approvals (including from the Toronto Stock Exchange).

- On May 16, 2023, Canada Life U.K. announced an agreement to sell its individual onshore protection business to Countrywide Assured plc (Countrywide), a subsidiary of Chesnara plc. Approximately 47,000 customer policies will transfer to Countrywide in 2024, subject to the completion of a court-approved transfer. This follows the Canada Life U.K. announcement that it closed onshore individual protection insurance to new business in November 2022. As a result of this agreement, divestiture costs of \$29 million have been excluded from base earnings in the second quarter of 2023.

#### Capital Transactions

- On April 18, 2023, the Company repaid the principal amount of its maturing 2.5% €500 million senior bonds, together with accrued interest.
- On June 30, 2023, Great-West Lifeco U.S. LLC, a subsidiary of the Company, made a payment of US\$150 million on its non-revolving credit facility.

#### **Macroeconomic Risks**

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

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

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

## BASE AND NET EARNINGS

Consolidated base earnings and net earnings of Lifeco include the base earnings and net earnings of Canada Life (and its operating subsidiaries), Empower and PanAgora Asset Management, together with Lifeco's Corporate operating results. Net earnings also include the earnings from Putnam Investments reported as discontinued operations.

With the adoption of IFRS 17, the Company refined the definition of base earnings (loss) in the first quarter of 2023 with application to 2022 comparative results for an updated representation of the Company's underlying business performance, as well as for consistency and comparability with financial services industry peers.

For a further description of base earnings, refer to the "Non-GAAP Financial Measures and Ratios" section of this document.

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

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023 <sup>4</sup>	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)<sup>1,4</sup></b>					
Canada	\$ 283	\$ 278	\$ 340	\$ 561	\$ 564
United States <sup>4</sup>	265	218	164	483	308
Europe	180	178	210	358	386
Capital and Risk Solutions	203	157	190	360	361
Lifeco Corporate	(11)	(5)	(1)	(16)	(4)
<b>Lifeco base earnings<sup>1,4</sup></b>	<b>\$ 920</b>	<b>\$ 826</b>	<b>\$ 903</b>	<b>\$ 1,746</b>	<b>\$ 1,615</b>
<b>Items excluded from base earnings</b>					
Market experience relative to expectations <sup>2</sup>	\$ (79)	\$ (168)	\$ 79	\$ (247)	\$ 765
Realized OCI gains / (losses) from asset rebalancing	(121)	—	—	(121)	—
Assumption changes and management actions <sup>2</sup>	(4)	7	(15)	3	(33)
Acquisition and divestiture costs <sup>3</sup>	(158)	—	(57)	(158)	(64)
Restructuring and integration costs	(20)	(19)	(44)	(39)	(56)
Amortization of acquisition-related finite life intangibles	(36)	(32)	(36)	(68)	(63)
Discontinued operations - Asset Management <sup>4</sup>	(4)	(19)	(7)	(23)	(7)
<b>Items excluded from Lifeco base earnings</b>	<b>\$ (422)</b>	<b>\$ (231)</b>	<b>\$ (80)</b>	<b>\$ (653)</b>	<b>\$ 542</b>
<b>Net earnings (loss) - common shareholders</b>					
Canada	\$ 148	\$ 233	\$ 362	\$ 381	\$ 805
United States	90	151	23	241	135
Europe	102	40	250	142	794
Capital and Risk Solutions	169	184	179	353	413
Lifeco Corporate	(11)	(13)	9	(24)	10
<b>Lifeco net earnings - common shareholders</b>	<b>\$ 498</b>	<b>\$ 595</b>	<b>\$ 823</b>	<b>\$ 1,093</b>	<b>\$ 2,157</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 acquisition and divestiture 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), the agreement to sell Putnam Investments as well as acquisitions and divestitures in the Europe and Canada segments.

<sup>4</sup> Comparative results are restated to exclude net earnings (losses) from discontinued operations related to Putnam Investments from base earnings.

### Base Earnings

Base earnings for the second quarter of 2023 of \$920 million (\$0.99 per common share) increased by \$17 million or 2% from \$903 million (\$0.97 per common share) a year ago. The increase was primarily due to higher contributions from investment experience and increased fees driven by higher average equity markets and transaction volumes in the U.S. segment as well as favourable structured reinsurance business earnings and the impact of higher interest rates in the Capital and Risk Solutions segment. These items were partially offset by strong group morbidity results in 2022 that did not repeat in the Canada segment and less favourable health and disability claims experience in the Europe segment.

For the six months ended June 30, 2023, Lifeco's base earnings were \$1,746 million (\$1.87 per common share) compared to \$1,615 million (\$1.73 per common share) a year ago. The 8% increase was primarily due to an increase of \$76 million (US\$56 million) related to the Prudential acquisition for the current period as well as the same reasons discussed for the in-quarter results.

### Net Earnings

Lifeco's net earnings for the three month period ended June 30, 2023 of \$498 million (\$0.53 per common share) decreased by \$325 million or 39% compared to \$823 million (\$0.88 per common share) a year ago. Net earnings included acquisition and divestiture costs predominantly in the U.S. and Europe segments and realized losses on the sale of surplus assets measured at FVOCI to improve regulatory capital positioning totaling negative \$279 million or \$0.30 per common share.

- Acquisition and divestiture costs of \$158 million were predominantly related to the announced sales of Putnam Investments and the individual onshore protection business in the U.K. in 2023 as well as the sale of substantially all of Empower's individual life and annuity business in 2019.
- Realized OCI losses of \$121 million related to asset rebalancing to shorter duration assets in the Europe surplus account. This capitalized on higher short-term interest rates and had a favorable impact on LICAT interest rate capital requirements and reduces future interest rate sensitivity.

In addition to these items, the decrease was primarily due to higher restructuring costs related to transactions in the U.S. segment, as well as unfavourable market experience relative to expectations, driven by lower returns on non-fixed income assets and declining risk free rates in-quarter compared to positive contributions in the same quarter last year from rising interest rates.

The decrease was partially offset by an increase in base earnings. Included in net earnings was a net loss from discontinued operations of \$4 million compared to a net loss of \$7 million a year ago.

For the six months ended June 30, 2023, Lifeco's net earnings were \$1,093 million (\$1.17 per common share) compared to \$2,157 million (\$2.32 per common share) a year ago. The 49% decrease was primarily due to the same reasons discussed for the in-quarter results, partially offset by an increase in base earnings. Included in net earnings was a net loss from discontinued operations of \$23 million compared to a net loss of \$7 million a year ago.

Lifeco's net earnings for the three month period ended June 30, 2023 of \$498 million (\$0.53 per common share) decreased by \$97 million or 16% compared to \$595 million (\$0.64 per common share) in the previous quarter. The decrease was primarily due to higher acquisition and divestiture costs and restructuring costs related to transactions in the U.S. segment, as well as higher realized losses from the sale of Europe surplus assets as discussed above. These items were partially offset by an increase in base earnings from growth in the U.S. segment from the Prudential and MassMutual acquisitions and from Capital and Risk Solutions structured reinsurance business, higher net investment results, and improved mortality experience. Also included in net earnings was a net loss from discontinued operations of \$4 million compared to \$19 million in the previous quarter.

### Items Excluded from Base Earnings

#### **Market Experience Relative to Expectations**

In the regions where the Company operates, average equity market indices for the three months ended June 30, 2023 were up by 3% in the U.S. (as measured by S&P 500), down 2% in Canada (as measured by S&P TSX), up 3% in the U.K. (as measured by FTSE 100) and 17% in broader Europe (as measured by EURO STOXX 50)

compared to the same period in 2022. The major equity indices finished the second quarter of 2023 up 2% in broader Europe and 8% in the U.S., unchanged in Canada and down 1% in the U.K. compared to March 31, 2023.

Market experience relative to expectations, which are reflected in the net investment result of the Company's consolidated statement of earnings, negatively impacted net earnings by \$79 million in the second quarter of 2023 (positive impact of \$79 million in the second quarter of 2022), reflecting the impact of lower returns than expected on real estate assets and public equity assets held in Canada. There were offsetting impacts in net earnings arising from interest rate movements, including spread movements, in the second quarter of 2023. The rise in interest rates within the U.K. led to a positive earnings impact as liabilities decreased by more than their supporting assets, whereas the interest rate movements within Canada led to a negative earnings impact as liabilities decreased by less than their supporting assets.

For the six months ended June 30, 2023, market experience relative to expectations negatively impacted net earnings by \$247 million (positive impact of \$765 million year-to-date in 2022). The 2023 year-to-date negative impact was primarily due to lower returns than expected on real estate assets and public equity assets held in Canada, as well as interest rate movements in Canada, partially offset by the rise in interest rate movement within the U.K.

In order to mitigate the Company's exposure to interest rate fluctuations, the Company follows disciplined processes for matching asset and liability cash flows. As a result, the impact of changing interest rates is mostly mitigated in the current period, with the impact of changes in fair values of bonds backing insurance contract liabilities mostly offset by a corresponding change in the insurance contract liabilities. However, differences in the interest rate sensitivity in the value of assets and the value of insurance and investment contract liabilities leads to a sensitivity to interest rate movements in net earnings under IFRS 17 and IFRS 9, due to the Company's asset liability management strategies and accounting policy choices. These choices include consideration of the impact on regulatory capital, which can result in increased net earnings sensitivity, but decreased capital sensitivity. For example, the Company's asset liability management strategy uses equities and other non-fixed income assets as a component of general fund assets supporting liabilities, which leads to interest rate exposure in the net earnings; and the classification of financial assets under IFRS 9, for example, mortgage assets which are valued at amortized cost and held in the general fund assets supporting liabilities, also contributes to interest rate exposure in net earnings. Furthermore, sensitivities to interest rate movements vary depending upon the geography where the changes occur and the level of change in interest rates by term.

For a further description of the Company's sensitivity to equity market and interest rate fluctuations, including sensitivity disclosures as a result of current market conditions, refer to "Financial Instruments Risk Management", note 6 to the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023.

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

Under IFRS 17, non-financial assumption changes and management actions on medium to long-term insurance contracts directly impact CSM, where CSM is held on the underlying contracts. There can also be net earnings impact from assumption changes and management actions, which can arise from financial assumption changes on certain products, non-financial assumption changes on group insurance and other short-term insurance contracts, and from interest rate effects arising from assumption changes and management actions which impact CSM.

For the three months ended June 30, 2023, assumption changes and management actions resulted in a negative net earnings impact of \$4 million reflecting minor model refinements. This compares to a positive impact of \$7 million for the previous quarter. In the second quarter of 2023, there was a decrease of \$17 million in contractual service margin on non-participating business due to minor model refinements.

For the six months ended June 30, 2023, assumption changes and management actions resulted in a positive net earnings impact of \$3 million, compared to negative \$33 million for the same period in 2022. Additionally, assumption changes and management actions resulted in a decrease of \$22 million in contractual service margin on non-participating business.

**Other Items Excluded from Base Earnings**

For the second quarter of 2023, acquisition and divestiture costs were \$158 million compared to \$57 million for the same quarter last year. The increase was primarily due to the agreement to sell Putnam Investments, an additional provision related to Empower's sale of substantially all of its individual life and annuity business in 2019 in the U.S. segment and costs from the sale of Canada Life U.K.'s onshore individual protection business in the Europe segment. Also included in the second quarter of 2023 were realized losses of \$121 million related to the sale of Europe surplus assets measured at FVOCI as discussed earlier (see Base and Net Earnings). Restructuring and integration costs were \$20 million, \$24 million less compared to the same quarter last year, primarily related to higher integration costs related to the MassMutual and Personal Capital acquisitions in the same quarter last year. Amortization of acquisition-related finite life intangible assets of \$36 million was comparable to the same quarter last year. The results from discontinued operations were a loss of \$4 million compared to a loss of \$7 million for the same quarter last year.

For the six months ended June 30, 2023, other items excluded from base earnings had a more negative impact compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

**Foreign Currency**

The average currency translation rate for the second quarter of 2023 increased for the U.S. dollar, the euro, and the British pound compared to the second quarter of 2022. The overall impact of currency movement on the Company's net earnings for the three months ended June 30, 2023 was an increase of \$16 million (increase of \$34 million year-to-date) compared to translation rates a year ago.

From March 31, 2023 to June 30, 2023, the market rates at the end of the reporting period used to translate the U.S. dollar and euro assets and liabilities to the Canadian dollar decreased, while the British pound 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 losses of \$271 million in-quarter (\$151 million net unrealized loss year-to-date) recorded in other comprehensive income. These post-tax unrealized foreign exchange losses represented a 1.2% decline in book value per share.

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

**LIFECO VALUE DRIVERS**

As the Company is advancing its business strategy and driving momentum across the portfolio, it is enhancing its reporting and disclosures to provide greater clarity and transparency into how the Company is creating value for shareholders and growing the business. The result is that the Company is evolving the previous value-creation priorities to focus on three key value drivers for its business: Workplace Solutions, Wealth & Asset Management and Insurance & Risk Solutions.

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

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



		Operating Segments <sup>1</sup>			
Value Drivers		Canada	U.S.	Europe	Capital and Risk Solutions
	Workplace Solutions	Group Life & Health Group Retirement	Empower Defined Contribution	Group Life & Health Group Retirement	
	Wealth & Asset Management	Individual Wealth Management	Empower Personal Wealth Asset Management <sup>2</sup>	Individual Wealth & Asset Management	
	Insurance & Risk Solutions	Insurance & Annuities		Insurance & Annuities	Reinsurance

<sup>1</sup> Certain business units have been realigned within operating segments to map consistently to value drivers

<sup>2</sup> Includes results of PanAgora Asset Management which will be retained by the Company subsequent to the sale of Putnam Investments to Franklin Templeton. The transaction is expected to close in the fourth quarter of 2023, contingent on regulatory and other customary conditions.

### Workplace Solutions

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

### Selected Results

#### Workplace Solutions

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated) <sup>3</sup>	June 30 2023	June 30 2022 (Restated)
Base earnings (loss) <sup>1</sup>	\$ 454	\$ 445	\$ 443	\$ 899	\$ 753
Retirement net cash flows <sup>2,3,4</sup>	4,388	9,909	(5,699)	14,297	30,324
Fee and other income <sup>4</sup>	1,067	1,019	949	2,086	1,768
Group Life & Health book premiums <sup>2</sup>	15,067	14,813	13,859		

<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> Comparative results for the period ended June 30, 2022 do not include \$403.3 billion (US\$315.1 billion) in transfers related to the Prudential acquisition.

<sup>4</sup> Comparative results are restated due to reclassifications between Lifeco's Value Drivers in the Europe segment.

Workplace Solutions base earnings for the second quarter of 2023 of \$454 million increased by \$11 million compared to the same quarter last year. The increase was primarily due to higher contributions from investment experience, partially offset by favourable group morbidity experience in the same quarter last year that did not repeat in the Canada segment and less favourable health and disability claims experience in the Europe segment.

For the six months ended June 30, 2023, Workplace Solutions base earnings of \$899 million increased by \$146 million compared to the same period last year. The increase was primarily due to an increase of \$55 million (US\$41 million) related to the Prudential acquisition including expense synergies, realized synergies from the MassMutual acquisition, higher contributions from investment experience and more favourable group insurance long term disability morbidity experience and pricing actions in Group Life and Health business.

Net cash inflows for the second quarter of 2023 of \$4.4 billion increased by \$10.1 billion compared to the same quarter last year, primarily due to higher deposits and lower withdrawals in Empower Defined Contribution, lower mutual fund withdrawals in the Canada segment and the impact of currency movement.

For the six months ended June 30, 2023, net cash inflows of \$14.3 billion decreased by \$16.0 billion compared to the same period last year, primarily due to the same reason discussed for the in-quarter results as well as lower inflows from Empower Defined Contribution as there were four large plan sales in the first quarter of 2022 contributing US\$25.1 billion in assets compared to US\$3.1 billion in large plan sales in the first quarter of 2023.

Fee and other income for the second quarter of 2023 of \$1,067 million increased by \$118 million compared to the same quarter last year, primarily due to growth in Administrative Services Only ("ASO") fees in the Canada segment, increased participants and favourable equity markets in the U.S. segment and higher group insurance fees in the Europe segment.

For the six months ended June 30, 2023, fee and other income of \$2,086 million increased by \$318 million compared to the same period last year, primarily due to fee income related to the Prudential acquisition as well as the reasons discussed for the in-quarter results.

Group Life & Health book premiums at June 30, 2023 were \$15,067 million, an increase of \$254 million compared to March 31, 2023, primarily due to organic growth of in-force business and impact of currency movement.

### Wealth & Asset Management

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

### Selected Results

#### Wealth & Asset Management

	As at or for the three months ended			For the six months ended	
	June 30 2023	March 31 2023 <sup>3</sup>	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
Base earnings (loss) <sup>1,3</sup>	\$ 119	\$ 119	\$ 134	\$ 238	\$ 248
Wealth net cash flows <sup>2,3,4,5</sup>	1,788	6,090	630	7,878	5,862
Fee and other income <sup>3,5</sup>	384	372	358	756	721
CSM, segregated fund products	3,302	3,355	3,203		

<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> Comparative results are restated to exclude net earnings (losses), net cash flows and fee and other income from discontinued operations related to Putnam Investments.

<sup>4</sup> Comparative results for the period ended June 30, 2022 do not include \$7.8 billion (US\$6.1 billion) in transfers related to the Prudential acquisition.

<sup>5</sup> Comparative results are restated due to reclassifications between Lifeco's Value Drivers in the Europe segment.

Wealth & Asset Management base earnings for the second quarter of 2023 of \$119 million decreased by \$15 million compared to the same quarter last year. The decrease was primarily due to lower segregated fund and proprietary mutual fund sales in the Canada segment and lower returns on non-fixed income assets in the Europe segment.

These items were partially offset by increased fees driven by higher average equity markets and transaction volumes in the U.S. segment.

For the six months ended June 30, 2023, Wealth & Asset Management base earnings of \$238 million decreased by \$10 million compared to the same period last year. The decrease was primarily due to lower segregated fund and proprietary mutual fund sales in the Canada segment and lower returns on non-fixed income assets in the Europe segment. These items were partially offset by \$20 million (US\$15 million) related to the Prudential acquisition, increased fees driven by higher average equity markets and transaction volumes in the U.S. segment as well as the impact of currency movements.

Net cash inflows for the second quarter of 2023 were \$1,788 million compared to net inflows of \$630 million for the same quarter last year, primarily driven by higher wealth fund management sales in Ireland in the Europe segment and the impact of currency movement.

For the six months ended June 30, 2023, net cash inflows were \$7,878 million compared to net inflows of \$5,862 million for the same period last year, primarily due to the same reasons discussed for the in-quarter results.

Fee and other income for the second quarter of 2023 of \$384 million increased by \$26 million compared to the same quarter last year, primarily due to asset growth in the Canada and Europe segments.

For the six months ended June 30, 2023, fee and other income of \$756 million increased by \$35 million compared to the same period last year, primarily due to the reasons discussed for the in-quarter results, partially offset by lower management fees in the Europe segment.

Closing CSM for segregated fund products for the second quarter of 2023 of \$3,302 million decreased by \$53 million compared to the first quarter of 2023, primarily due to impacts of market movements in all regions driven by equity market growth relative to expectation, partially offset by organic CSM movement.

### Insurance & Risk Solutions

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

### Selected Results

#### Insurance & Risk Solutions

	As at or for the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
Base earnings (loss) <sup>1</sup>	\$ 377	\$ 292	\$ 322	\$ 669	\$ 616
New business non-participating CSM, excluding segregated fund products	85	59	71	144	167
Non-participating CSM, excluding segregated fund products	5,896	5,867	5,713		

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

Insurance & Risk Solutions base earnings for the second quarter of 2023 of \$377 million increased by \$55 million compared to the same quarter last year. The increase was primarily due to favourable expected investment earnings and structured reinsurance business earnings, partially offset by unfavourable experience in U.S. life reinsurance business.



For the six months ended June 30, 2023, Insurance & Risk Solutions base earnings of \$669 million increased by \$53 million compared to the same period last year. The increase was primarily due to the same reasons discussed for the in-quarter results and changes to certain tax estimates in the Europe segment in the first quarter of 2023.

Insurance & Risk Solutions new business non-participating CSM, excluding segregated fund products, for the second quarter of 2023 of \$85 million increased by \$14 million compared to the same quarter last year. The increase was primarily due to business growth in the Europe segment, partially offset by lower new business growth in the longevity reinsurance portfolio.

For the six months ended June 30, 2023, new business non-participating CSM, excluding segregated fund products, of \$144 million decreased by \$23 million. The decrease was primarily due to lower new business growth in the longevity reinsurance portfolio.

Ending non-participating CSM, excluding segregated fund products, for the second quarter of 2023, excluding participating and segregated fund products, of \$5,896 million was comparable to the first quarter of 2023.

### STATEMENT OF EARNINGS

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

### INSURANCE SERVICE RESULT

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

Insurance service result	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Insurance service result</b>					
Canada	\$ 354	\$ 341	\$ 388	\$ 695	\$ 695
United States	15	17	9	32	16
Europe	132	182	190	314	365
Capital and Risk Solutions	202	160	211	362	403
<b>Total insurance service result</b>	<b>\$ 703</b>	<b>\$ 700</b>	<b>\$ 798</b>	<b>\$ 1,403</b>	<b>\$ 1,479</b>

Insurance service result for the second quarter of 2023 of \$703 million decreased by \$95 million compared to the second quarter of 2022. The decrease was primarily due to strong group health morbidity experience in 2022 in the Canada segment that did not repeat and less favourable health and disability claims experience in the Europe segment. The decrease was partially offset by increased earnings from structured reinsurance business in the Capital and Risk Solutions segment.

For the six months ended June 30, 2023, insurance service result of \$1,403 million decreased by \$76 million compared to the same period in 2022. The decrease was primarily due to unfavourable morbidity experience in the Europe segment. The decrease was partially offset by increased earnings on short-term insurance contracts in the Capital and Risk Solutions segment and a reinsurance settlement gain in the Europe segment.

**NET INVESTMENT RESULT**

Net investment result can be analyzed in three parts in the table below:

**Net investment income** - investment income earned from managing the Company's invested assets net of expenses, allowances for credit losses and realized gains (losses);

**Changes in fair value through profit and loss (FVTPL)** - change of the carrying value of invested assets measured at FVTPL on the balance sheet; and

**Net finance income/(expense) from insurance and reinsurance contracts and changes in investment contract liabilities** - changes in insurance, reinsurance, and investment contract liabilities on the balance sheet due to financial risks. This includes the effect of the passage of time (interest accretion), changes in the time value of money and the effect of financial risk and changes in financial risk, including the effects of discount rates and other financial assumptions on valuing the Company's insurance and investment contract liabilities.

**Net investment result**

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
Investment income earned (net of investment properties expenses) <sup>1</sup>	\$ 2,269	\$ 2,181	\$ 2,082	\$ 4,450	\$ 3,620
Net allowances for credit losses	—	1	(11)	1	(11)
Net realized gains (losses)	(170)	(36)	(13)	(206)	(17)
<b>Regular investment income<sup>1</sup></b>	<b>2,099</b>	<b>2,146</b>	<b>2,058</b>	<b>4,245</b>	<b>3,592</b>
Investment expenses	(38)	(45)	(58)	(83)	(110)
<b>Net investment income<sup>1</sup></b>	<b>2,061</b>	<b>2,101</b>	<b>2,000</b>	<b>4,162</b>	<b>3,482</b>
Changes in fair value through profit or loss <sup>1</sup>	(2,668)	3,572	(13,660)	904	(24,952)
<b>Total net investment income<sup>1</sup></b>	<b>\$ (607)</b>	<b>\$ 5,673</b>	<b>\$ (11,660)</b>	<b>\$ 5,066</b>	<b>\$ (21,470)</b>
Net finance expenses from insurance contracts	631	(3,570)	9,013	(2,939)	17,240
Net finance income from reinsurance contracts	(6)	93	(544)	87	(997)
Changes in investment contract liabilities	286	(1,882)	3,775	(1,596)	6,965
<b>Total net investment result<sup>1</sup></b>	<b>\$ 304</b>	<b>\$ 314</b>	<b>\$ 584</b>	<b>\$ 618</b>	<b>\$ 1,738</b>
<b>Segments:</b>					
Canada	\$ (103)	\$ (23)	\$ 101	\$ (126)	\$ 426
United States <sup>1</sup>	316	356	263	672	454
Europe	70	(58)	175	12	705
Capital and Risk Solutions	12	42	20	54	116
Lifeco Corporate	9	(3)	25	6	37
<b>Total net investment result<sup>1</sup></b>	<b>\$ 304</b>	<b>\$ 314</b>	<b>\$ 584</b>	<b>\$ 618</b>	<b>\$ 1,738</b>

<sup>1</sup> Q1 2023 and prior period results are restated to exclude net investment result from discontinued operations related to Putnam Investments.

Total net investment result in the second quarter of 2023 decreased by \$280 million compared to the same quarter last year. Net investment income increased primarily due to higher interest rates in all segments and higher volumes at Empower, partly offset by impacts of net realized OCI losses from asset rebalancing in Europe in the second quarter of 2023.

There were partially offsetting impacts on assets and liabilities that are reflected in net earnings arising from interest rate movements, including spread movements, in the second quarter of 2023. The rise in interest rates within the U.K. led to a positive earnings impact as liabilities decreased by more than their supporting assets, whereas the interest rate movements within Canada led to a negative earnings impact as liabilities decreased by less than their supporting assets.

For the six months ended June 30, 2023, total net investment result decreased by \$1,120 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

### Credit Markets

In the second quarter of 2023, the Company experienced credit-related charges in net investment result, which negatively impacted common shareholders' net earnings by \$10 million, primarily due to charges on impaired corporate bonds.

For the six months ended June 30, 2023, the Company experienced credit-related charges in net investment result, which negatively impacted common shareholders' net earnings by \$12 million, primarily due to the same reasons discussed for the in-quarter results.

### 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 <sup>1</sup>	For the three months ended			For the six months ended	
	June 30	March 31	June 30	June 30	June 30
	2023	2023	2022 (Restated)	2023	2022 (Restated)
Canada	\$ 341	\$ 325	\$ 302	666	612
United States <sup>1</sup>	921	887	823	1,808	1,508
Europe	200	186	190	386	383
Capital and Risk Solutions	4	2	2	6	3
<b>Total fee and other income<sup>1</sup></b>	<b>\$ 1,466</b>	<b>\$ 1,400</b>	<b>\$ 1,317</b>	<b>\$ 2,866</b>	<b>\$ 2,506</b>

<sup>1</sup> Q1 2023 and prior period results are restated to exclude fee and other income from discontinued operations related to Putnam Investments.

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

**EXPENSES**

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

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
Insurance service operating and administrative expenses <sup>2</sup>	\$ 405	\$ 448	\$ 444	\$ 853	\$ 883
Other operating and administrative expenses	1,571	1,529	1,468	3,100	2,707
<b>Total operating and administrative expenses</b>	<b>\$ 1,976</b>	<b>\$ 1,977</b>	<b>\$ 1,912</b>	<b>\$ 3,953</b>	<b>\$ 3,590</b>
Amortization of acquisition-related finite life intangible assets	49	43	49	92	84
Amortization of software finite life intangible assets	48	47	40	95	85
Financing charges	104	115	95	219	183
Restructuring and integration expenses	19	26	60	45	77
<b>Total</b>	<b>\$ 2,196</b>	<b>\$ 2,208</b>	<b>\$ 2,156</b>	<b>\$ 4,404</b>	<b>\$ 4,019</b>

<sup>1</sup> Q1 2023 and prior period results are restated to exclude expenses from discontinued operations related to Putnam Investments.

<sup>2</sup> Excluded from the above table, but included in insurance service expenses for the six months ended June 30, 2023, are \$7.1 billion (\$6.4 billion for the period ended June 30, 2022) primarily relating to claims and benefits paid, adjustments to the liability for incurred claims and losses (reversal of losses) on onerous insurance contracts and assets for insurance acquisition cash flows. Refer to note 9 of the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 for additional detail.

In the second quarter of 2023, expenses increased by \$40 million to \$2,196 million compared to the same quarter last year, primarily due to higher operating and administrative expenses driven by onboarding the Canada Federal Government PSHCP and associated technology expenses in the Canada segment. Restructuring and integration expenses were lower compared to the same quarter last year, primarily due to lower integration costs related to the Prudential and MassMutual acquisitions.

For the six months ended June 30, 2023, expenses increased by \$385 million to \$4,404 million compared to the same period last year, primarily due to higher operating and administrative expenses driven by the acquisition of Prudential's retirement services business. In addition, expenses in the Canada segment were higher driven by onboarding the Canada Federal Government PSHCP and associated technology expenses. Financing charges were higher compared to the same period last year driven by the issuance of a €500 million euro bond on November 16, 2022. Restructuring and integration expenses decreased compared to the same period last year, primarily due to lower integration costs related to the Prudential and MassMutual acquisitions.

## INCOME TAXES

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

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023 <sup>2</sup>	June 30 2022 <sup>2</sup>	June 30 2023	June 30 2022 <sup>2</sup>
Base earnings - Common shareholders <sup>1</sup>	15.6 %	10.8 %	10.1 %	13.4 %	9.7 %
Net earnings - Common shareholders	12.0 %	6.5 %	13.2 %	9.2 %	14.2 %
Net earnings - Total Lifeco	8.2 %	4.6 %	12.5 %	6.4 %	12.8 %

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

<sup>2</sup> The effective income tax rates for the comparative figures have been restated to reflect the adoption of IFRS 17 and IFRS 9 and to exclude discontinued operations related to Putnam Investments from earnings.

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

In the second quarter of 2023, the effective income tax rate on base earnings for the common shareholders of 15.6% was up from 10.1% in the second quarter of 2022, primarily due to jurisdictional mix of earnings and changes in certain tax estimates. In the second quarter of 2023, the effective income tax rate on net earnings for the common shareholders of 12.0% was down from 13.2% in the second quarter of 2022, primarily due to changes in certain tax estimates.

In the second quarter of 2023, the overall effective income tax rate on net earnings of 8.2%, was down from 12.5% in the second quarter of 2022, primarily due to higher non-taxable investment income and jurisdictional mix of earnings.

The Company had an effective income tax rate on base earnings for the common shareholders of 13.4% for the six months ended June 30, 2023, which was up from 9.7% for the same period last year, primarily due to jurisdictional mix of earnings. The Company had an effective income tax rate on net earnings for the common shareholders of 9.2%, down from 14.2% for the same period last year, primarily due to jurisdictional mix of earnings.

The Company had an overall effective income tax rate on net earnings of 6.4% for the six months ended June 30, 2023 down from 12.8% for the same period last year, primarily due to the same reasons discussed for the in-quarter overall effective income tax rate results.

Refer to note 17 to the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 for further details.

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

## SEGMENTED OPERATING RESULTS

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

## TRANSLATION OF FOREIGN CURRENCY

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

## CANADA

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

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

## DEVELOPMENTS

- On April 3, 2023, Canada Life announced an agreement to acquire Investment Planning Counsel Inc. (IPC), a leading independent wealth management firm, from IGM Financial Inc. (IGM). This acquisition accelerates Canada Life's strategy of building a leading platform for independent advisors in Canada. With this acquisition, Canada Life will be one of the largest non-bank wealth management providers in Canada. Canada Life will acquire IPC for a total cash consideration of \$575 million, subject to adjustments. Transaction and integration costs of \$25 million pre-tax are expected over 18 months after the deal is closed. IGM is an affiliated company and a member of the Power Corporation group of companies. The transaction is expected to close in the fourth quarter of 2023 and is subject to customary closing conditions including regulatory approvals.
- On June 13, 2023, Canada Life announced an agreement to acquire Value Partners Group Inc. (Value Partners), a fast-growing Winnipeg-based investment firm serving clients with complex and sophisticated wealth needs. This acquisition accelerates Canada Life's strategy of building a leading wealth management platform for independent advisors. The acquisition will be financed with existing resources and is not expected to have a material impact on Canada Life's financial position. The transaction is expected to close by the end of 2023 and is subject to customary closing conditions including regulatory approvals (including from the Toronto Stock Exchange).
- Canada Life was awarded the Federal Government Dental Care benefits program in June 2023. This win extends a decades-long relationship in retaining the Public Service Dental Care Plan (PSDCP) for active employees and expands to include the retiree plan effective July 1, 2024. Overall, the program represents approximately \$550 million in annual paid claims and supports the same 1.7 million Canadians as the Public Service Health Care Plan (PSHCP) onboarded on July 1, 2023.



**SELECTED FINANCIAL INFORMATION - CANADA**

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>					
Workplace Solutions	\$ 164	\$ 159	\$ 213	\$ 323	\$ 323
Individual Wealth Management	46	61	52	107	95
Insurance & Annuities	63	43	65	106	128
Corporate	10	15	10	25	18
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ 283</b>	<b>\$ 278</b>	<b>\$ 340</b>	<b>\$ 561</b>	<b>\$ 564</b>
<b>Items excluded from base earnings</b>					
Market experience relative to expectations <sup>2</sup>	\$ (129)	\$ (43)	\$ 35	\$ (172)	\$ 261
Assumption changes and management actions <sup>2</sup>	1	2	(9)	3	(11)
Amortization of acquisition-related finite life intangibles	(5)	(4)	(4)	(9)	(9)
Acquisition and divestiture costs	(2)	—	—	(2)	—
<b>Net earnings</b>	<b>\$ 148</b>	<b>\$ 233</b>	<b>\$ 362</b>	<b>\$ 381</b>	<b>\$ 805</b>
<b>Sales<sup>2</sup></b>					
Group Life & Health	\$ 108	\$ 180	\$ 101	\$ 288	\$ 356
Group Retirement	633	758	576	1,391	1,530
Workplace Solutions	741	938	677	1,679	1,886
Individual Wealth Management	2,174	2,658	2,317	4,832	5,230
Insurance & Annuities	154	156	226	310	409
<b>Net cash flows<sup>2</sup></b>					
Group Retirement	\$ 157	\$ 418	\$ 86	\$ 575	\$ 627
Individual Wealth Management	(524)	(437)	(412)	(961)	(239)
<b>Net cash flows<sup>2</sup></b>	<b>\$ (367)</b>	<b>\$ (19)</b>	<b>\$ (326)</b>	<b>\$ (386)</b>	<b>\$ 388</b>
<b>Fee and other income</b>					
Workplace Solutions	\$ 240	\$ 228	\$ 205	\$ 468	\$ 414
Individual Wealth Management	92	90	89	182	182
Corporate	9	7	8	16	16
<b>Fee and other income</b>	<b>\$ 341</b>	<b>\$ 325</b>	<b>\$ 302</b>	<b>\$ 666</b>	<b>\$ 612</b>
<b>Group Life &amp; Health book premiums<sup>2</sup></b>	<b>\$ 12,761</b>	<b>\$ 12,583</b>	<b>\$ 11,808</b>		
<b>Total assets</b>	<b>\$ 196,673</b>	<b>\$ 196,302</b>			
Other assets under management <sup>2,3</sup>	3,971	3,960			
<b>Total assets under management<sup>1</sup></b>	<b>200,644</b>	<b>200,262</b>			
Other assets under administration <sup>2</sup>	27,362	26,989			
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 228,006</b>	<b>\$ 227,251</b>			
<b>Contractual service margin</b>					
Individual Wealth Management - Segregated Funds	\$ 1,912	\$ 1,903	\$ 1,918		
Insurance & Annuities - Non-Participating	1,213	1,268	1,646		
Insurance & Annuities - Participating	3,241	3,161	3,224		
<b>Contractual service margin</b>	<b>\$ 6,366</b>	<b>\$ 6,332</b>	<b>\$ 6,788</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, 2023, Canada Life had \$7.1 billion of proprietary mutual fund assets held by retail clients (\$6.9 billion at December 31, 2022); however, \$3.1 billion (\$2.9 billion as at December 31, 2022) of these assets are consolidated as investments on account of segregated fund policyholders on the Company's balance sheet.

**Base and net earnings**

In the second quarter of 2023, the Canada segment's net earnings of \$148 million decreased by \$214 million compared to the same quarter last year. Base earnings of \$283 million decreased by \$57 million compared to the same quarter last year, primarily due to strong group health morbidity results in 2022 that did not repeat, partially offset by pricing and other management action taken, aided by higher interest rates and higher earnings on surplus in 2023.

Items excluded from base earnings were negative \$135 million compared to positive \$22 million for the same quarter last year. Market experience relative to expectations was negative \$129 million in the second quarter of 2023 due to an increase in short term interest rates, and a decrease in long term interest rates including narrowing of credit spreads, and equity and real estate market movements. The positive \$35 million in the same quarter last year was due to overall rising interest rates (both in the short and long term), which was offset by decreases in equity and real estate markets.

For the six months ended June 30, 2023, net earnings decreased by \$424 million to \$381 million compared to the same period last year. Base earnings of \$561 million decreased by \$3 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, 2023, items excluded from base earnings were negative \$180 million compared to positive \$241 million for the same period last year. Market experience relative to expectations was negative \$172 million compared to positive \$261 million for the same period last year.

For the second quarter of 2023, the net earnings attributable to the participating account were \$23 million compared to net earnings of \$4 million for the same quarter last year, primarily driven by more favourable taxes and higher CSM recognition for services provided.

For the six months ended June 30, 2023, net earnings attributable to the participating account was \$1 million compared to \$31 million for the same period last year, primarily due to lower income on surplus. The decrease was partially offset by higher CSM recognition for services provided.

**Sales**

Group Life & Health sales for the second quarter of 2023 of \$108 million increased by \$7 million compared to the same quarter last year, primarily due to strong mid-market sales, partially offset by lower small case and national sales. Group Retirement sales for the second quarter of 2023 of \$633 million increased by \$57 million compared to the same quarter last year, primarily due to strong lump sum transfer activity. Individual Wealth Management sales for the second quarter of 2023 of \$2,174 million decreased by \$143 million compared to the same quarter last year, primarily due to lower segregated fund sales. Insurance & Annuities sales for the second quarter of 2023 of \$154 million decreased by \$72 million compared to the same quarter last year, primarily due to lower single premium group annuity sales, partially offset by higher individual life participating insurance sales.

For the six months ended June 30, 2023, Group Life & Health sales of \$288 million decreased by \$68 million compared to the same period last year, primarily due to lower industry-wide sales volumes in the national and mid-market segments. Group Retirement sales for the six months ended June 30, 2023 of \$1,391 million decreased by \$139 million compared to the same period last year, due to lower industry-wide sales volumes. Individual Wealth Management sales for the six months ended June 30, 2023 of \$4,832 million decreased by \$398 million compared to the same period last year, primarily due to lower segregated fund sales. Insurance & Annuities sales for the six months ended June 30, 2023 of \$310 million decreased by \$99 million compared to the same period last year, due to the same reasons discussed for the in-quarter results.

**Group Life & Health book premiums**

Group Life & Health book premiums at June 30, 2023 were \$12,761 million, an increase of \$178 million compared to March 31, 2023, primarily aided by growth in plan members as well as price increases to reflect inflation and claims trends.



**Net cash flows**

In the second quarter of 2023, net cash outflows were \$367 million compared to net outflows of \$326 million for the same quarter last year. The increase in net cash outflows was primarily due to higher withdrawals and lower deposits of individual segregated funds, partially offset by lower mutual fund withdrawals.

For the six months ended June 30, 2023, net cash outflows were \$386 million compared to net inflows of \$388 million for the same period last year. The decrease was primarily due to lower individual deposits as well as higher segregated fund withdrawals.

**Fee and other income**

Fee and other income for the second quarter of 2023 of \$341 million increased by \$39 million compared to the same quarter last year, primarily due to growth in ASO fees and higher assets in the wealth business.

Fee and other income for the six months ended June 30, 2023 of \$666 million increased by \$54 million compared to the same period last year, primarily due to the same reasons discussed for the in-quarter results.

**Contractual service margin (CSM)**

Contractual service margin at June 30, 2023 was \$6,366 million, an increase of \$34 million compared to March 31, 2023, primarily driven by changes in assumptions relating to Par.

**UNITED STATES**

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

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

**DEVELOPMENTS**

- On May 31, 2023, Lifeco announced an agreement to sell Putnam Investments to Franklin Resources, Inc., operating as Franklin Templeton. The total potential transaction consideration and retained value is estimated to be US\$1.7-US\$1.8 billion. Franklin Templeton will pay upfront consideration of US\$950 million-US\$1 billion consisting of 33.33 million Franklin Templeton shares at closing and US\$100 million in cash 6 months after closing. Further consideration of up to US\$375 million payable between 3 and 7 years is tied to the growth of the partnership. Lifeco will retain its controlling interest in PanAgora Asset Management, a leading quantitative asset manager, and realize the value of Putnam's seed capital, which, together with closing adjustments, are estimated to be worth US\$375-US\$425 million. Lifeco will also retain certain deferred tax assets related to Putnam. Lifeco has agreed to retain shares representing approximately 4.9% of outstanding Franklin Templeton stock for a minimum 5-year period. The transaction is expected to close in the fourth quarter of 2023, subject to customary closing conditions including regulatory approvals. The transaction is not expected to result in a material gain or loss before transaction costs.

In addition to the sale, Lifeco, along with Power Corporation of Canada and Franklin Templeton, has entered into a strategic partnership to distribute Franklin Templeton products. Lifeco will provide an initial long-term asset allocation of US\$25 billion assets under management to Franklin Templeton within 12 months of closing with the potential for that amount to increase over the next several years.

### Empower

- On April 1, 2022, Empower completed the acquisition of the full-service retirement services business of Prudential Financial, Inc. (Prudential). With the completion of the acquisition, Empower's reach in the U.S. has expanded to approximately 82,000 workplace savings plans as of June 30, 2023.

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

Empower anticipates realizing cost synergies through the migration of Prudential's retirement services business onto Empower's recordkeeping platform. Estimated run-rate cost synergies of US\$180 million are expected to be phased in over 24 months primarily when systems migrations are completed. As of June 30, 2023, US\$57 million of pre-tax run rate cost synergies have been achieved. Revenue synergies of US\$20 million are expected on a run-rate basis by the end of 2024 and are expected to grow to US\$50 million by 2026.

Empower expects to incur one-time integration and restructuring expenses of US\$170 million pre-tax related to the Prudential acquisition, US\$17 million pre-tax of which were incurred in the second quarter of 2023. 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 expensed to date
	June 30 2023	March 31 2023	June 30 2023	June 30 2023
Restructuring and integration (pre-tax)	\$ 17	\$ 17	\$ 34	\$ 102
Restructuring and integration (post-tax)	13	12	25	76

- Empower assets under administration (AUA) were US\$1.5 trillion at June 30, 2023, an increase of US\$0.2 trillion compared to June 30, 2022. Empower participant accounts have grown to 18.2 million at June 30, 2023, up from 17.4 million at June 30, 2022. The increase in AUA compared to June 30, 2022 was primarily the result of increased equity markets.

### Asset Management

- Ending other assets under management (AUM) at June 30, 2023 of US\$172.9 billion increased by US\$5.9 billion compared to the same period last year, while average other AUM for the six months ended June 30, 2023 of US\$168.9 billion decreased by US\$16.9 billion compared to the same period last year. The increase in ending other AUM is primarily due to the impact of increasing equity market levels throughout 2023. The decrease in average other AUM for the six months ended June 30, 2023 is primarily due to higher beginning other AUM in the same period last year. Included in ending other AUM at June 30, 2023 is US\$139.6 billion related to Putnam Investments.

**SELECTED FINANCIAL INFORMATION - UNITED STATES**

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023 <sup>3</sup>	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss) (US\$)<sup>1</sup></b>					
Empower Defined Contribution	\$ 175	\$ 166	\$ 122	\$ 341	\$ 233
Empower Personal Wealth	37	20	14	57	22
Asset Management <sup>3</sup>	(1)	(4)	(2)	(5)	(1)
Corporate	(13)	(19)	(6)	(32)	(15)
<b>Base earnings (loss) (US\$)</b>	<b>\$ 198</b>	<b>\$ 163</b>	<b>\$ 128</b>	<b>\$ 361</b>	<b>\$ 239</b>
<b>Items excluded from base earnings (US\$)</b>					
Market experience relative to expectations <sup>2</sup>	\$ (3)	\$ (3)	\$ (6)	\$ (6)	\$ (6)
Restructuring and integration costs	(15)	(14)	(34)	(29)	(43)
Acquisition and divestiture costs	(90)	—	(41)	(90)	(42)
Amortization of acquisition-related finite life intangibles	(20)	(18)	(23)	(38)	(38)
Discontinued operations - Asset Management <sup>3</sup>	(3)	(14)	(5)	(17)	(5)
<b>Net earnings - common shareholders (US\$)</b>	<b>\$ 67</b>	<b>\$ 114</b>	<b>\$ 19</b>	<b>\$ 181</b>	<b>\$ 105</b>
<b>Base earnings (loss) (C\$)<sup>1,3</sup></b>	<b>\$ 265</b>	<b>\$ 218</b>	<b>\$ 164</b>	<b>\$ 483</b>	<b>\$ 308</b>
<b>Net earnings - common shareholders (C\$)</b>	<b>\$ 90</b>	<b>\$ 151</b>	<b>\$ 23</b>	<b>\$ 241</b>	<b>\$ 135</b>
<b>Net flows (US\$)<sup>2</sup></b>					
Empower Defined Contribution <sup>4</sup>	\$ 2,762	\$ 6,914	\$ (4,706)	\$ 9,676	\$ 22,602
Empower Personal Wealth <sup>5</sup>	1,842	3,143	2,257	4,985	4,939
Asset Management <sup>3</sup>	(707)	(589)	(1,291)	(1,296)	(1,615)
<b>Net flows (US\$)<sup>2</sup></b>	<b>\$ 3,897</b>	<b>\$ 9,468</b>	<b>\$ (3,740)</b>	<b>\$ 13,365</b>	<b>\$ 25,926</b>
<b>Net flows (C\$)<sup>2</sup></b>	<b>\$ 5,222</b>	<b>\$ 12,782</b>	<b>\$ (4,787)</b>	<b>\$ 18,004</b>	<b>\$ 32,889</b>
<b>Fee and other income (US\$)</b>					
Empower Defined Contribution	\$ 570	\$ 548	\$ 544	\$ 1,118	\$ 981
Empower Personal Wealth	97	88	79	185	154
Asset Management <sup>3</sup>	21	21	21	42	48
<b>Fee and other income (US\$)</b>	<b>\$ 688</b>	<b>\$ 657</b>	<b>\$ 644</b>	<b>\$ 1,345</b>	<b>\$ 1,183</b>
<b>Fee and other income (C\$)</b>	<b>\$ 921</b>	<b>\$ 887</b>	<b>\$ 823</b>	<b>\$ 1,808</b>	<b>\$ 1,508</b>
<b>Total assets (US\$)</b>	<b>\$ 227,492</b>	<b>\$ 224,773</b>			
Other assets under administration <sup>2</sup>	219,827	212,995			
<b>Total assets under management<sup>1</sup></b>	<b>447,319</b>	<b>437,768</b>			
Other assets under administration <sup>2</sup>	1,183,399	1,123,756			
<b>Total assets under administration (US\$)<sup>1</sup></b>	<b>\$ 1,630,718</b>	<b>\$ 1,561,524</b>			
<b>Total assets under administration (C\$)<sup>1</sup></b>	<b>\$ 2,152,548</b>	<b>\$ 2,108,057</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> Comparative results are restated to exclude discontinued operations related to Putnam Investments.

<sup>4</sup> Comparative results for the period ended June 30, 2022 do not include \$403.3 billion (US\$315.1 billion) in transfers related to the Prudential acquisition.

<sup>5</sup> Comparative results for the period ended June 30, 2022 do not include \$7.8 billion (US\$6.1 billion) in transfers related to the Prudential acquisition.

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

**Base and net earnings**

In the second quarter of 2023, net earnings increased by US\$48 million to US\$67 million compared to the same quarter last year. Base earnings of US\$198 million increased by US\$70 million compared to the same quarter last year, primarily due to an increase of US\$76 million related to higher contributions from investment experience and increased fees driven by higher average equity markets and transaction volumes in Empower as well as lower expenses due to synergies achieved on recent acquisitions.

Items excluded from base earnings were negative US\$131 million compared to negative US\$109 million for the same quarter last year. Acquisition and divestiture costs were negative US\$90 million in the second quarter of 2023 compared to negative US\$41 million in the same quarter last year. The change was primarily due to divestiture costs in the second quarter of 2023 related to the agreement to sell Putnam Investments and an additional provision related to Empower's sale of substantially all of its individual life and annuity business in 2019. Restructuring and integration costs were US\$15 million in the second quarter of 2023 compared to US\$34 million in the same quarter last year, primarily due to lower integration costs related to the Prudential and MassMutual acquisitions.

For the six months ended June 30, 2023, net earnings increased by US\$76 million to US\$181 million compared to the same period last year. Base earnings of US\$361 million increased by US\$122 million compared to the same period last year, primarily due an increase of US\$56 million related to the Prudential acquisition as well as the same reasons discussed for the in-quarter results.

For the six months ended June 30, 2023, items excluded from base earnings decreased to negative US\$180 million compared to negative US\$134 million for the same period last year. The decrease was primarily due to the same reasons discussed for the in-quarter results, partially offset by higher integration costs related to the Prudential acquisition in the first quarter of 2023.

**Net flows**

In the second quarter of 2023, net inflows were US\$3.9 billion compared to net outflows of US\$3.7 billion for the same quarter last year, primarily due to higher deposits and lower withdrawals in Empower Defined Contribution and the impact of currency movement.

For the six months ended June 30, 2023, net inflows were US\$13.4 billion compared to net inflows of US\$25.9 billion for the same period last year. The decrease was primarily due to lower inflows in Empower Defined Contribution as there were four large plan sales in the first quarter of 2022 contributing US\$25.1 billion in assets compared to US\$3.1 billion in large plan sales in the first quarter of 2023.

**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 2023 of US\$688 million increased by US\$44 million compared to the same quarter last year. The increase was primarily due to an increase of US\$44 million related to increased participants and higher equity market levels in Empower Defined Contribution and asset growth in Empower Personal Wealth.

Fee and other income for the six months ended June 30, 2023 of US\$1,345 million increased by US\$162 million compared to the same period last year. The increase was primarily due to the same reasons discussed for the in-quarter results as well as Prudential related fee income of US\$142 million in the first quarter of 2023.

## EUROPE

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

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

## DEVELOPMENTS

- In June 2023, AIB Life, the joint venture between Allied Irish Banks plc (AIB) and Canada Life Irish Holding Company Limited, officially launched. This new company uses modern technology that is fully cloud-based and integrated with AIB's digital banking platform to help customers plan for and secure their financial futures.
- On May 16, 2023, Canada Life U.K. announced an agreement to sell its individual onshore protection business to Countrywide Assured plc (Countrywide), a subsidiary of Chesnara plc. Approximately 47,000 customer policies will transfer to Countrywide in 2024, subject to the completion of a court-approved transfer. This follows the Canada Life U.K. announcement that it closed onshore individual protection insurance to new business in November 2022. As a result of this agreement, divestiture costs of \$29 million have been excluded from base earnings in the second quarter of 2023.
- In May 2023, Irish Life's flagship Multi Asset Portfolios (MAPS) celebrated its 10-year anniversary, managing over €7 billion on behalf of 96,000 customers. MAPS is an Article 8 offering which has weathered the markets over the past decade by providing investors with diversified portfolio options.
- In May 2023, Canada Life U.K. wrote over £100 million of Individual Annuity new business (including Fixed Term Annuities). This was the strongest month for sales since the U.K. government implemented pension changes to provide greater pension freedom and flexibility in 2015. Annuity rates have improved in line with increases in interest rates which has made this product a more attractive option for retirement customers.
- During the second quarter of 2023, Irish Life's EMPOWER Master Trust reached €4 billion in assets under management. The master trust is the largest in Ireland, benefiting over 95,000 members by delivering a best-in-class member engagement program, responsible investment strategies and independent governance.

SELECTED FINANCIAL INFORMATION - EUROPE

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)<sup>1,4</sup></b>					
Workplace Solutions	\$ 56	\$ 62	\$ 74	\$ 118	\$ 132
Individual Wealth & Asset Management	23	36	67	59	127
Insurance & Annuities	116	96	68	212	125
Corporate	(15)	(16)	1	(31)	2
<b>Base earnings (loss)<sup>1,4</sup></b>	<b>\$ 180</b>	<b>\$ 178</b>	<b>\$ 210</b>	<b>\$ 358</b>	<b>\$ 386</b>
<b>Items excluded from base earnings</b>					
Market experience relative to expectations <sup>2</sup>	\$ 84	\$ (139)	\$ 54	\$ (55)	\$ 442
Realized OCI gain / (losses) from asset rebalancing	(121)	—	—	(121)	—
Assumption changes and management actions <sup>2</sup>	(1)	5	(7)	4	(18)
Acquisition and divestiture costs	(36)	—	(4)	(36)	(10)
Amortization of acquisition-related finite life intangibles	(4)	(4)	(3)	(8)	(6)
<b>Net earnings (loss) - common shareholders</b>	<b>\$ 102</b>	<b>\$ 40</b>	<b>\$ 250</b>	<b>\$ 142</b>	<b>\$ 794</b>
<b>Sales<sup>2</sup></b>					
Workplace Solutions	\$ 740	\$ 439	\$ 320	\$ 1,179	\$ 1,189
Wealth & Asset Management	6,473	6,944	4,710	13,417	11,059
Insurance & Risk Solutions	791	423	871	1,214	2,012
<b>Net cash flows<sup>2,4</sup></b>					
Workplace Solutions	\$ 530	\$ 157	\$ 239	\$ 687	\$ 1,040
Wealth & Asset Management	\$ 791	\$ 3,079	\$ (195)	\$ 3,870	\$ 1,869
Insurance & Risk Solutions	20	22	25	42	49
<b>Net cash flows<sup>2,4</sup></b>	<b>\$ 1,341</b>	<b>\$ 3,258</b>	<b>\$ 69</b>	<b>\$ 4,599</b>	<b>\$ 2,958</b>
<b>Fee and other income<sup>4</sup></b>					
Workplace Solutions	\$ 64	\$ 51	\$ 50	\$ 115	\$ 105
Individual Wealth & Asset Management	134	135	140	269	280
Insurance & Annuities and Corporate	2	—	—	2	(2)
<b>Fee and other income<sup>4</sup></b>	<b>\$ 200</b>	<b>\$ 186</b>	<b>\$ 190</b>	<b>\$ 386</b>	<b>\$ 383</b>
<b>Group Life &amp; Health book premiums<sup>2</sup></b>	<b>\$ 2,306</b>	<b>\$ 2,230</b>	<b>\$ 2,051</b>		
<b>Total assets</b>	<b>\$ 184,354</b>	<b>\$ 182,867</b>			
Other assets under administration <sup>2</sup>	58,228	56,858			
<b>Total assets under management<sup>1</sup></b>	<b>242,582</b>	<b>239,725</b>			
Other assets under administration <sup>2,3</sup>	11,555	11,878			
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 254,137</b>	<b>\$ 251,603</b>			
<b>Contractual service margin</b>					
Individual Wealth & Asset Management - Segregated Funds	\$ 1,390	\$ 1,452	\$ 1,285		
Insurance & Annuities - Non-Participating	2,943	2,837	2,467		
<b>Contractual service margin</b>	<b>\$ 4,333</b>	<b>\$ 4,289</b>	<b>\$ 3,752</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, 2023, other assets under administration excludes \$11.3 billion of assets managed for other business units within the Lifeco group of companies (\$11.4 billion at March 31, 2023 and \$9.6 billion at June 30, 2022).

<sup>4</sup> Comparative results are restated due to reclassifications between Lifeco's Value Drivers.



**Base and net earnings**

In the second quarter of 2023, the Europe segment's net earnings of \$102 million decreased by \$148 million compared to the same quarter last year. Base earnings of \$180 million decreased by \$30 million compared to the same quarter last year, primarily due to less favourable health and disability claims experience in Workplace Solutions. The decrease was partially offset by favourable expected investment earnings in Insurance & Annuities and impact of currency movement.

Items excluded from base earnings for the second quarter of 2023 were negative \$78 million compared to positive \$40 million for the same quarter last year. The decrease was primarily due to realized OCI losses related to asset rebalancing to shorter duration assets in the surplus account as discussed in the discussion of Base and Net Earnings on page 8. Market experience relative to expectations was positive due to increasing risk-free interest rates in-quarter, partially offset by reductions in commercial property market values. The second quarter of 2023 also included a loss from the sale of Canada Life U.K.'s onshore individual protection business. The second quarter of 2022 included positive contributions from higher than expected non-fixed income (NFI) asset returns and higher credit spreads.

For the six months ended June 30, 2023, net earnings decreased by \$652 million to \$142 million compared to the same period last year. Base earnings of \$358 million decreased by \$28 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, 2023, items excluded from base earnings decreased by \$624 million to negative \$216 million. The decrease was primarily due to realized losses from the sale of FVOCI assets as discussed for the in-quarter results, negative returns relative to expectations on non-fixed income assets, partially offset by the impact of increasing risk-free rates. The same period last year included positive contributions from higher than expected NFI asset returns and rising interest rates.

**Sales**

Wealth & Asset Management sales for the second quarter of 2023 of \$6,473 million increased by \$1,763 million compared to the same quarter last year, primarily due to higher wealth fund management sales in Ireland and impact of currency movement. Insurance & Risk Solutions sales for the second quarter of 2023 of \$791 million decreased by \$80 million compared to the same quarter last year, primarily due to lower equity release mortgage sales in the U.K., partially offset by individual annuity sales growth in the U.K., bulk annuity sales in Ireland and impact of currency movement. Workplace Solutions sales for the second quarter of 2023 of \$740 million increased by \$420 million compared to the same quarter last year, primarily due to pension sales growth in Ireland and the impact of currency movement.

Wealth & Asset Management sales for the six months ended June 30, 2023 of \$13,417 million increased by \$2,358 million compared to the same period last year, primarily due to the same reasons discussed for in-quarter results. Insurance & Risk Solutions sales for the six months ended June 30, 2023 of \$1,214 million decreased by \$798 million compared to the same period last year, primarily due to lower equity release mortgage sales and bulk annuity sales in the U.K., partially offset by the individual annuity sales growth in the U.K., bulk annuity sales in Ireland as well as impact of currency movement. Workplace Solutions sales for the six months ended June 30, 2023 of \$1,179 million decreased by \$10 million compared to the same period last year, primarily due to lower pension sales in Ireland, partially offset by impact of currency movement.

**Group Life & Health book premiums**

Group Life & Health book premiums at June 30, 2023 were \$2.3 billion, an increase of \$0.1 billion compared to March 31, 2023, primarily due to organic growth of in-force business and impact of currency movement.

**Net cash flows**

In the second quarter of 2023, net cash inflows were \$1.3 billion compared to net inflows of \$0.1 billion for the same quarter last year. The increase was primarily due to higher wealth fund management sales in Ireland.

For the six months ended June 30, 2023, net cash inflows were \$4.6 billion compared to net inflows of \$3.0 billion for the same period last year. The increase was primarily due to the same reasons discussed for in-quarter results.

### Fee and other income

Fee and other income for the second quarter of 2023 increased by \$10 million to \$200 million compared to the same quarter last year, primarily due to higher group insurance fees in Workplace Solutions.

Fee and other income for the six months ended June 30, 2023 were comparable to the same period last year as higher group insurance fees in Workplace Solutions were mostly offset by lower management fees in Individual Wealth & Asset Management.

### Contractual service margin

Contractual service margin at June 30, 2023 was \$4,333 million, an increase of \$44 million compared to March 31, 2023, primarily due to strong contributions of CSM from new business for non-participating products.

### CAPITAL AND RISK SOLUTIONS

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

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

### DEVELOPMENTS

- The Capital and Risk Solutions segment continued to grow by providing tailored solutions to customers while increasing diversification within the portfolio. In the second quarter of 2023, the Capital and Risk Solutions segment expanded its international presence in targeted new markets, including two transactions in Italy.

### SELECTED FINANCIAL INFORMATION - CAPITAL AND RISK SOLUTIONS

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>					
Reinsurance	\$ 198	\$ 153	\$ 189	\$ 351	\$ 363
Corporate	5	4	1	9	(2)
<b>Base earnings (loss)<sup>1</sup></b>	<b>\$ 203</b>	<b>\$ 157</b>	<b>\$ 190</b>	<b>\$ 360</b>	<b>\$ 361</b>
<b>Items excluded from base earnings</b>					
Market experience relative to expectations <sup>2</sup>	\$ (30)	\$ 27	\$ (12)	\$ (3)	\$ 56
Assumption changes and management actions <sup>2</sup>	(4)	—	1	(4)	(4)
<b>Net earnings - common shareholders</b>	<b>\$ 169</b>	<b>\$ 184</b>	<b>\$ 179</b>	<b>\$ 353</b>	<b>\$ 413</b>
<b>Total assets<sup>3</sup></b>	<b>\$ 8,687</b>	<b>\$ 9,240</b>			
<b>Contractual service margin</b>					
Reinsurance - Non-Participating	\$ 1,740	\$ 1,762	\$ 1,600		
Reinsurance - Participating	24	24	22		
<b>Contractual service margin</b>	<b>\$ 1,764</b>	<b>\$ 1,786</b>	<b>\$ 1,622</b>		

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

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

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



### Base and net earnings

In the second quarter of 2023, the Capital and Risk Solutions segment's net earnings of \$169 million decreased by \$10 million compared to the same quarter last year. Base earnings of \$203 million increased by \$13 million compared to the same quarter last year, primarily due to favourable structured reinsurance business earnings and the impact of higher interest rates. The increase was partially offset by unfavourable experience in the U.S. life business.

Items excluded from base earnings were negative \$34 million compared to negative \$11 million for the same quarter last year driven by interest rate movements relative to expectations in the respective periods.

For the six months ended June 30, 2023, net earnings decreased by \$60 million to \$353 million compared to the same period last year. Base earnings of \$360 million were comparable to the same period last year, as business growth and the impact of higher interest rates were mostly offset by unfavourable experience in the U.S. life business.

For the six months ended June 30, 2023, items excluded from base earnings decreased by \$59 million to negative \$7 million compared to the same period last year, primarily due to the same reason discussed for the in-quarter results.

### Contractual service margin

Contractual service margin at June 30, 2023 was \$1,764 million, a decrease of \$22 million compared to March 31, 2023, primarily due to run-off and unfavourable experience exceeding new business impacts.

## LIFECO CORPORATE

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

### SELECTED FINANCIAL INFORMATION - LIFECO CORPORATE

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)<sup>1</sup></b>	\$ (11)	\$ (5)	\$ (1)	\$ (16)	\$ (4)
<b>Items excluded from base earnings</b>					
Market experience relative to expectations <sup>2</sup>	—	(8)	10	(8)	14
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (11)</b>	<b>\$ (13)</b>	<b>\$ 9</b>	<b>\$ (24)</b>	<b>\$ 10</b>

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

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

In the second quarter of 2023, Lifeco Corporate had a net loss of \$11 million compared to net earnings of \$9 million for the same period last year. Base loss of \$11 million increased by \$10 million compared to the same quarter last year, primarily due to higher operating expenses.

Items excluded from base earnings for the second quarter of 2023 were nil compared to positive \$10 million for the same quarter last year, primarily due to positive market experience relative to expectations in the second quarter of 2022.

For the six months ended June 30, 2023, Lifeco Corporate's net loss was \$24 million compared to net earnings of \$10 million for the same period last year. The base loss of \$16 million increased by \$12 million compared to the same period last year, primarily due to the same reason discussed for the in-quarter results.

For the six months ended June 30, 2023, items excluded from the base loss were negative \$8 million compared to positive \$14 million for the same period last year, primarily due to the same reason discussed for the in-quarter results.

**CONSOLIDATED FINANCIAL POSITION**  
**ASSETS**

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

As at June 30, 2023

	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 86,248	\$ 86,298	\$ 38,482	\$ 8,400	\$ 219,428
Goodwill and intangible assets	5,814	6,152	3,082	—	15,048
Insurance contract assets	420	272	297	101	1,090
Reinsurance contract held assets	1,183	11,827	3,635	133	16,778
Other assets	4,792	14,449	3,316	53	22,610
Assets held for sale <sup>3</sup>	—	4,433	—	—	4,433
Investments on account of segregated fund policyholders	98,216	176,858	135,542	—	410,616
<b>Total assets</b>	<b>196,673</b>	<b>300,289</b>	<b>184,354</b>	<b>8,687</b>	<b>690,003</b>
Other assets under management <sup>2</sup>	3,971	290,171	58,228	—	352,370
<b>Total assets under management<sup>1</sup></b>	<b>200,644</b>	<b>590,460</b>	<b>242,582</b>	<b>8,687</b>	<b>1,042,373</b>
Other assets under administration <sup>2</sup>	27,362	1,562,088	11,555	—	1,601,005
<b>Total assets under administration<sup>1</sup></b>	<b>\$ 228,006</b>	<b>\$ 2,152,548</b>	<b>\$ 254,137</b>	<b>\$ 8,687</b>	<b>\$ 2,643,378</b>

As at December 31, 2022 (Restated)

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

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

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

<sup>3</sup> On May 31, 2023, Lifeco announced an agreement to sell Putnam Investments to Franklin Templeton. The transaction is expected to close in the fourth quarter of 2023, contingent on regulatory and other customary conditions. Beginning Q2 2023, the related assets have been classified as assets held for sale.

Total assets under administration (AUA) at June 30, 2023 increased by \$174.9 billion to \$2.6 trillion compared to December 31, 2022, primarily due to market movement and new business growth, partially offset by impact of currency movement.

## INVESTED ASSETS

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

**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 \$152.3 billion or 69% of invested assets at June 30, 2023 compared to \$156.1 billion or 70% at December 31, 2022. The decrease in the bond portfolio was primarily due to net disposals and the impact of currency movement as the Canadian dollar strengthened against the U.S. dollar. 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, 2023. Management continues to closely monitor bond rating agency activity and general market conditions.

### Bond portfolio quality

	As at June 30, 2023		As at December 31, 2022 (Restated)	
	\$	%	\$	%
AAA	24,000	16	25,397	16
AA	30,764	20	31,614	20
A	53,102	35	53,864	35
BBB	42,725	28	43,482	28
BB or lower	1,734	1	1,734	1
<b>Total</b>	<b>\$ 152,325</b>	<b>100 %</b>	<b>\$ 156,091</b>	<b>100 %</b>

At June 30, 2023, non-investment grade bonds were \$1.7 billion or 1.1% of the bond portfolio compared to \$1.7 billion or 1.1% of the bond portfolio at December 31, 2022.

**Mortgage portfolio** – It is the Company's practice to acquire high quality commercial mortgages meeting strict underwriting standards and diversification criteria. The Company has a well-defined risk-rating system, which it uses in its underwriting and credit monitoring processes for commercial loans. The majority of the mortgages held in the Europe segment are classified as amortized cost and therefore there are no fair value movements recorded on these holdings. 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**

	As at June 30, 2023			As at December 31, 2022 (Restated)	
	Insured <sup>1</sup>	Non-insured	Total		Total
Mortgage loans by type					
Single family residential	\$ 368	\$ 1,287	\$ 1,655	4 %	\$ 1,738 5 %
Multi-family residential	2,495	6,583	9,078	25	9,628 26
Equity release	—	3,625	3,625	10	3,371 9
Commercial	—	22,571	22,571	61	22,460 60
<b>Total</b>	<b>\$ 2,863</b>	<b>\$ 34,066</b>	<b>\$ 36,929</b>	<b>100 %</b>	<b>\$ 37,197 100 %</b>

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

The total mortgage portfolio was \$36.9 billion or 17% of invested assets at June 30, 2023, compared to \$37.2 billion or 17% of invested assets at December 31, 2022. At June 30, 2023, total insured loans were \$2.9 billion or 8% of the mortgage portfolio, compared to \$3.0 billion or 8% at December 31, 2022.

**DERIVATIVE FINANCIAL INSTRUMENTS**

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

At June 30, 2023, total financial collateral, including initial margin and overcollateralization, received on derivative assets was \$1,576 million (\$1,348 million at December 31, 2022) and pledged on derivative liabilities was \$715 million (\$754 million at December 31, 2022). Collateral received on derivatives assets increased and collateral pledged on derivatives liabilities decreased in 2023, primarily driven by the impact of the Canadian dollar strengthening against the U.S. dollar on cross-currency swaps that pay U.S. and receive Canadian dollars.

During the six-month period ended June 30, 2023, the outstanding notional amount of derivative contracts increased by \$5.2 billion to \$51.8 billion, primarily due to regular hedging activities.

The Company's exposure to derivative counterparty credit risk, which reflects the current fair value of those instruments in a gain position, increased to \$2,361 million at June 30, 2023 from \$2,314 million at December 31, 2022. The increase was primarily driven by the impact of the Canadian dollar strengthening against the U.S. dollar on cross-currency swaps that pay U.S. and receive Canadian dollars. There were no changes to derivative counterparty ratings during the second quarter of 2023 and all had investment grade ratings as of June 30, 2023.

**LIABILITIES**

<b>Total liabilities</b>	<b>As at June 30, 2023</b>	<b>As at Dec. 31, 2022 (Restated)</b>
Insurance contract liabilities	\$ 136,774	\$ 135,438
Reinsurance contract held liabilities	625	537
Investment contract liabilities	89,777	94,810
Other general fund liabilities	21,013	24,744
Liabilities held for sale <sup>1</sup>	2,424	—
Insurance contracts on account of segregated fund policyholders	59,220	57,841
Investment contracts on account of segregated fund policyholders	351,396	330,041
<b>Total</b>	<b>\$ 661,229</b>	<b>\$ 643,411</b>

<sup>1</sup> On May 31, 2023, Lifeco announced an agreement to sell Putnam Investments to Franklin Templeton. The transaction is expected to close in the fourth quarter of 2023, contingent on regulatory and other customary conditions. Beginning Q2 2023, the related liabilities have been classified as liabilities held for sale.

Total liabilities increased by \$17.8 billion to \$661.2 billion at June 30, 2023 from December 31, 2022.

Insurance contract liabilities increased by \$1.3 billion. The increase was primarily due to market movements, partially offset by normal business movements.

Investment contract liabilities decreased by \$5.0 billion. The decrease was primarily due to normal business movements and currency impacts, partially offset by market movements.

Other general fund liabilities decreased by 3.7 billion. The decrease was primarily due to the reclassification of \$2.4 billion of Putnam Investments other liabilities to liabilities held for sale, the repayment of €500 million senior bonds and \$411 million of payments made against a short-term credit facility used to finance the Prudential acquisition.

Investment and insurance contracts on account of segregated fund policyholders increased by \$22.7 billion, primarily due to the combined impact of market value gains and investment income of \$26.9 billion, partially offset by the negative impact of currency movement of \$3.1 billion and non-controlling mutual fund interest of \$1.2 billion. Policyholder deposits and withdrawals were comparable for the quarter.

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

**Insurance Contract Liabilities**

When significant insurance risk exists, the Company's products are classified at contract inception as insurance contract liabilities in accordance with IFRS 17, *Insurance Contracts* (IFRS 17). Significant insurance risk exists when the Company agrees to compensate policyholders or beneficiaries of the contract for specified uncertain future events that adversely affect the policyholder and whose amount and timing is unknown. Refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 and the "Risk Management" section of the Company's 2022 annual Management's Discussion and Analysis for a discussion of insurance risk.

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

unaudited financial statements for the period ended June 30, 2023 for a discussion of IFRS 17 measurement models.

For contracts not measured under the PAA, the Company measures a group of insurance contracts as the total of the fulfilment cash flows, which comprise estimates of future cash flows, adjusted to reflect the time value of money and the associated financial risks, and a risk adjustment for non-financial risk; and the contractual service margin. Refer to note 2 of the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 for a discussion of initial and subsequent measurement of insurance contract liabilities.

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

	As at June 30, 2023					
	Insurance contracts not under PAA method				Contracts under PAA method	Total net insurance contract liabilities
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Contractual service margin	Total		
Canada	\$ 92,159	\$ 1,864	\$ 6,366	\$ 100,389	\$ 8,928	\$ 109,317
United States	17,586	149	595	18,330	—	18,330
Europe	36,774	1,067	4,333	42,174	3,498	45,672
Capital and Risk Solutions	1,401	2,009	1,764	5,174	258	5,432
Total	\$ 147,920	\$ 5,089	\$ 13,058	\$ 166,067	\$ 12,684	\$ 178,751

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

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

At June 30, 2023, total net insurance contract liabilities were \$178.8 billion, an increase of \$3.6 billion from December 31, 2022. The increase in net insurance contract liabilities was primarily due to market movements, partially offset by normal business movements.

**Contractual Service Margin (CSM)**

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

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

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

	Non-Participating (excluding Segregated Funds)					Seg Funds	Par	Total
	Canada	United States	Europe	Capital and Risk Solutions	Total			
<b>CSM beginning of period, December 31, 2022</b>	\$ 1,264	\$ 41	\$ 2,771	\$ 1,796	\$ 5,872	\$ 3,557	\$ 3,694	\$ 13,123
Impact of new insurance business	21	—	105	19	145	89	54	288
Expected movements from asset returns & locked-in rates	19	—	23	18	60	129	107	296
CSM recognized for services provided	(75)	(2)	(111)	(77)	(265)	(221)	(79)	(565)
Insurance experience gains/losses	(7)	(7)	39	(12)	13	(66)	—	(53)
<b>Organic CSM movement</b>	<b>\$ (42)</b>	<b>\$ (9)</b>	<b>\$ 56</b>	<b>\$ (52)</b>	<b>\$ (47)</b>	<b>\$ (69)</b>	<b>\$ 82</b>	<b>\$ (34)</b>
Impact of markets	—	—	—	—	—	190	(232)	(42)
Impact of change in assumptions	(9)	—	73	(8)	56	(78)	—	(22)
Currency impact	—	(1)	43	4	46	(6)	(7)	33
<b>Total CSM movement</b>	<b>\$ (51)</b>	<b>\$ (10)</b>	<b>\$ 172</b>	<b>\$ (56)</b>	<b>\$ 55</b>	<b>\$ 37</b>	<b>\$ (157)</b>	<b>\$ (65)</b>
<b>CSM end of period, June 30, 2023</b>	<b>\$ 1,213</b>	<b>\$ 31</b>	<b>\$ 2,943</b>	<b>\$ 1,740</b>	<b>\$ 5,927</b>	<b>\$ 3,594</b>	<b>\$ 3,537</b>	<b>\$ 13,058</b>

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

At June 30, 2023, total contractual service margin was \$13.1 billion, a decrease of \$65 million from December 31, 2022. The decrease was mainly driven by the impacts of markets and organic CSM movement, partially offset by currency impacts.

At June 30, 2023, total contractual service margin on non-participating business excluding segregated funds was \$5.9 billion, an increase of \$55 million from December 31, 2022. The increase was mainly driven by a \$73 million reclassification of CSM between segregated funds and non-participating products excluding segregated funds, which is included in changes in assumptions in the table above. There is no change in overall CSM from this reclassification.



### 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, 2023, the amount of GMWB product in-force in Canada, the U.S., Ireland and Germany was \$7,191 million (\$7,033 million at December 31, 2022).

#### Segregated fund and variable annuity guarantee exposure

	June 30, 2023				
	Market Value	Investment deficiency by benefit type			
		Income	Maturity	Death	Total <sup>1</sup>
Canada	\$ 33,198	\$ 1	\$ 13	\$ 160	\$ 160
United States	24,055	360	—	7	367
Europe	11,172	18	—	1,268	1,268
Capital and Risk Solutions <sup>2</sup>	675	134	—	—	134
<b>Total</b>	<b>\$ 69,100</b>	<b>\$ 513</b>	<b>\$ 13</b>	<b>\$ 1,435</b>	<b>\$ 1,929</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, 2023.

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

Investment deficiency at June 30, 2023 decreased by \$764 million to \$1,929 million compared to December 31, 2022, primarily due to an increase in market values. The investment deficiency measures the point-in-time exposure to a trigger event (i.e., income election, maturity or death) assuming it occurred on June 30, 2023 and does not include the impact of the Company's hedging program for GMWB products. The actual cost to the Company will depend on the trigger event having occurred and the market values at that time. The actual claims before tax associated with these guarantees were \$3 million in-quarter (\$2 million for the second quarter of 2022), with the majority arising in the Capital and Risk Solutions segment related to a legacy block of business.

### LIFECO CAPITAL STRUCTURE

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

#### Debentures and Other Debt Instruments

At June 30, 2023, debentures and other debt instruments decreased by \$1,308 million to \$9,201 million compared to December 31, 2022.

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

On June 30, 2023, Great-West Lifeco U.S. LLC, a subsidiary of the Company, made a payment of US\$150 million on its non-revolving credit facility. The remaining drawn balance was US\$200 million as at June 30, 2023.

#### Share Capital and Surplus

Share capital outstanding at June 30, 2023 was \$10,066 million, which comprises \$5,846 million of common shares and \$2,720 million of preferred shares and \$1,500 million Limited Recourse Capital Notes (LRCN Series 1). Preferred shares included \$2,470 million of non-cumulative First Preferred Shares and \$250 million of non-cumulative 5-year rate reset First Preferred Shares.



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

During the six months ended June 30, 2023, the Company repurchased and subsequently cancelled 2,519,200 common shares under the current NCIB at an average cost per share of \$37.41.



cash equivalents and short-term bonds of \$12.5 billion (\$11.4 billion at December 31, 2022) and other liquid assets and marketable securities of \$98.9 billion (\$102.6 billion at December 31, 2022). Included in the cash, cash equivalents and short-term bonds at June 30, 2023 was \$0.5 billion (\$1.0 billion at December 31, 2022) held at the Lifeco holding company level which includes cash at Great-West Lifeco U.S. LLC, the Company's U.S. holding company. In addition, the Company maintains committed lines of credit with Canadian chartered banks for potential unanticipated liquidity needs, if required.

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

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

## CASH FLOWS

Cash flows	For the three months ended June 30		For the six months ended June 30	
	2023	2022 (Restated)	2023	2022 (Restated)
<b>Cash flows relating to the following activities:</b>				
Earnings after-tax	\$ 372	\$ 886	\$ 973	\$ 2,408
Fair value changes and other	255	1,538	(1,380)	1,456
Operations	627	2,424	(407)	3,864
Financing	(1,508)	(547)	(2,260)	5
Investment	1,738	(3,317)	2,874	(1,960)
	857	(1,440)	207	1,909
Effects of changes in exchange rates on cash and cash equivalents	(94)	107	(68)	(60)
Increase (decrease) in cash and cash equivalents in the period	763	(1,333)	139	1,849
Cash and cash equivalents, beginning of period	6,666	9,257	7,290	6,075
<b>Cash and cash equivalents from continuing and discontinued operations, end of period</b>	<b>\$ 7,429</b>	<b>\$ 7,924</b>	<b>\$ 7,429</b>	<b>\$ 7,924</b>
Cash and cash equivalents from discontinued operations, end of period <sup>1</sup>	258	—	258	—
<b>Cash and cash equivalents from continuing operations, end of period</b>	<b>\$ 7,171</b>	<b>\$ 7,924</b>	<b>\$ 7,171</b>	<b>\$ 7,924</b>

<sup>1</sup> On May 31, 2023, Lifeco agreed to sell Putnam Investments to Franklin Templeton. The transaction is expected to close in the fourth quarter of 2023, contingent on regulatory and other customary conditions. Beginning Q2 2023, the cash flows related to the discontinued operations have been presented separately.

The principal source of funds for the Company on a consolidated basis is cash provided by operating activities, including insurance revenue, net investment income and fee income. These funds are used primarily to pay policy benefits, policyholder dividends and claims, as well as operating expenses and commissions. The operations category on the statement of cash flows also includes transfers and withdrawals by clients that are funded in part by the sale of assets for cash reflected in the investments category. Cash flows generated by operations are mainly invested to support future liability cash requirements. Cash flows related to financing activities include the issuance and repayment of capital instruments and associated dividends and interest payments.

In the second quarter of 2023, cash and cash equivalents increased by \$763 million from March 31, 2023. Cash flows provided by operations during the second quarter of 2023 were \$627 million, a decrease of \$1,797 million compared to the second quarter of 2022, primarily due to positive fair value changes in the prior period. Cash flows used by financing activities of \$1,508 million were primarily used for the repayment of the principal amount of the Company's maturing 2.5% €500 million senior bonds, repayment of a line of credit of a subsidiary as well as payment of dividends to common and preferred shareholders. Cash inflows from investment activities were \$1,738 million.

For the six months ended June 30, 2023, cash and cash equivalents increased by \$139 million from December 31, 2022. Cash flows provided by operations were \$407 million, a decrease of \$4,271 million compared to the same period last year, primarily due to the same reason discussed for the in-quarter results. Cash flows used by financing activities of \$2,260 million were primarily used for the same reasons discussed for the in-quarter results. Cash inflows from investment activities were \$2,874 million.

#### **COMMITMENTS/CONTRACTUAL OBLIGATIONS**

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

#### **CAPITAL MANAGEMENT AND ADEQUACY**

At the holding company level, the Company monitors the amount of consolidated capital available and the amounts deployed in its various operating subsidiaries. The amount of capital deployed in any particular company or country is dependent upon local regulatory requirements as well as the Company's internal assessment of capital requirements in the context of its operational risks and requirements and strategic plans. The Company's practice is to maintain the capitalization of its regulated operating subsidiaries at a level that will exceed the relevant minimum regulatory capital requirements in the jurisdictions in which they operate. The capitalization decisions of the Company and its operating subsidiaries also give consideration to the impact such actions may have on the opinions expressed by various credit rating agencies that provide financial strength and other ratings to the Company. During the quarter, the Company repaid the principal amount of its maturing 2.5% €500 million senior bonds, together with accrued interest.

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

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

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

Canada Life's consolidated LICAT Ratio at June 30, 2023 was 126%. The LICAT Ratio does not take into account any impact from \$0.5 billion of liquidity at the Lifeco holding company level at June 30, 2023 (\$1.3 billion at March 31, 2023).

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

LICAT Ratio	June 30 2023	March 31 2023	Dec. 31 2022 (Restated)
Tier 1 Capital	\$ 18,028	\$ 18,523	
Tier 2 Capital	5,433	5,225	
Total Available Capital	23,461	23,748	
Surplus Allowance & Eligible Deposits	5,176	5,322	
<b>Total Capital Resources</b>	<b>\$ 28,637</b>	<b>\$ 29,070</b>	
<b>Required Capital</b>	<b>\$ 22,791</b>	<b>\$ 22,926</b>	
<b>Total Ratio (OSFI Supervisory Target = 100%)<sup>1</sup></b>	<b>126 %</b>	<b>127 %</b>	
<b>Proforma IFRS 17 Total Ratio (OSFI Supervisory Target = 100%)<sup>1,2</sup></b>			<b>130 %</b>

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

<sup>2</sup> Proforma estimates of the Canada Life consolidated LICAT ratio are estimated based on the retrospective application of the 2023 LICAT Guideline to 2022 financial results which have been restated to reflect the adoption of IFRS 17 and IFRS 9. Proforma LICAT ratios are intended only to provide an estimate of the direction and magnitude of the impact of adopting the 2023 LICAT Guideline under IFRS 17. Refer to the Cautionary Notes at the beginning of this document for additional information on the use of proforma estimates

The LICAT Ratio decreased by one point in the quarter from 127% at March 31, 2023 to 126% in June 30, 2023. The one point decrease is partially attributed to the impact of higher interest rates in-quarter with some offset from surplus asset rebalancing in Europe which achieved lower interest rate risk regulatory capital requirements.

#### LICAT Interest Rate Scenario Shift

There was no new shift in the interest rate scenario applied in the LICAT calculation this quarter. Previous interest rate scenario shifts have now been fully smoothed into the Canada Life LICAT result.

#### LICAT Sensitivities

##### Caution Related to Sensitivities

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

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

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

LICAT sensitivities are rounded to the nearest point and have been prepared on an IFRS 17 basis under the LICAT 2023 OSFI Guideline.

Publicly Traded Common Stocks

The following table sets out the estimated immediate impact to Canada Life's consolidated LICAT Ratio of certain changes in publicly traded common stock values as at June 30, 2023. These sensitivity estimates assume instantaneous shocks. The sensitivity estimates relate to publicly traded common stocks and do not cover other non-fixed income assets. These estimates are illustrative as actual equity exposures may vary due to active management of the public stock portfolios.

Immediate change in publicly traded common stock values	June 30, 2023			
	20% increase	10% increase	10% decrease	20% decrease
Potential change to LICAT Ratio	0 point	0 point	0 point	(2 points)

Interest Rates

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

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

Immediate parallel shift in yield curve	June 30, 2023	
	50 bps increase	50 bps decrease
Potential change to LICAT Ratio	< 1 pt decrease	< 1 pt increase

**OSFI Regulatory Capital Initiatives**

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

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

	June 30 2023	March 31 2023	Dec. 31 2022 (Restated)
<b>Base Return on Equity<sup>2,3</sup></b>			
Canada	17.6 %	18.4 %	17.3 %
United States <sup>3</sup>	11.4 %	10.4 %	9.5 %
Europe	17.5 %	17.8 %	17.3 %
Capital and Risk Solutions	37.1 %	37.0 %	42.9 %
<b>Total Lifeco Base Earnings Basis<sup>2,3</sup></b>	<b>15.9 %</b>	<b>16.1 %</b>	<b>15.8 %</b>
	June 30 2023	March 31 2023	Dec. 31 2022 (Restated)
<b>Return on Equity<sup>1</sup></b>			
Canada	15.3 %	18.4 %	21.2 %
United States	6.7 %	6.0 %	5.5 %
Europe	11.8 %	14.7 %	24.6 %
Capital and Risk Solutions	30.0 %	31.2 %	38.9 %
<b>Total Lifeco Net Earnings Basis<sup>1</sup></b>	<b>11.7 %</b>	<b>13.4 %</b>	<b>17.2 %</b>

<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.

<sup>3</sup> Comparative results are restated to exclude the net earnings (losses) from discontinued operations related to Putnam Investments.

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

## RATINGS

Lifeco maintains ratings from five independent ratings companies. Credit ratings<sup>3</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 2023, the existing credit ratings for Lifeco and its major operating subsidiaries were unchanged. The Company continued to receive strong ratings relative to its North American peer group resulting from its conservative risk profile, stable net earnings and strong capitalization.

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

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

## RISK MANAGEMENT AND CONTROL PRACTICES

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

During the six months ended June 30, 2023, there were no significant changes to the Company's risk management and control practices. Refer to the Company's 2022 Annual MD&A for a detailed description of the Company's risk management and control practices.

<sup>3</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.



## ACCOUNTING POLICIES

### SUMMARY OF CRITICAL ACCOUNTING ESTIMATES

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

Updated significant accounting estimates reflecting the implementation of IFRS 17 and IFRS 9 are referenced below. For additional detail, refer to the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 and the Company's 2022 annual MD&A which was prepared in accordance with IFRS 4 and IAS 39.

#### *Fair Value Measurement*

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

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

Refer to note 7 in the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023 for disclosure of the Company's financial instruments fair value measurement by hierarchy level as at June 30, 2023.

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

#### *Bonds - FVTPL and FVOCI*

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

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

#### *Mortgages - FVTPL and FVOCI*

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

**Equity Release Mortgages - FVTPL**

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

**Stocks - FVTPL**

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

**Hedge Accounting**

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

**Expected credit losses (ECL)**

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

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

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

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

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

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

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

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

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

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

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

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

**Updated Annual Assumptions and Sensitivities Disclosures**

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

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

**Morbidity** – The Company uses industry developed experience tables modified to reflect emerging Company experience. Both claim incidence and termination are monitored regularly, and emerging experience is factored into the current valuation.

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

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

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

#### Updated Interim Disclosures

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

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

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

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

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

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

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

For a further description of the Company's sensitivity to equity market, interest rate and other fluctuations, refer to "Financial Instruments Risk Management" note 6 in the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023.

### Risk adjustment

The risk adjustment for non-financial risk represents the compensation that the Company requires for bearing uncertainty in the amount and timing of insurance contract cash flows due to non-financial risk. Non-financial risks are insurance risks such as life mortality, annuity mortality and morbidity, and other risks such as expense and lapse. The risk adjustment is calculated by applying a margin to non-financial assumptions and discounting the resulting margin cash flows at the same discount rates as the best estimate cash flows. The margins applied reflect diversification benefits across all non-financial risks in the Company. The Company's target range for the confidence level of the risk adjustment is between the 85th and 90th percentile, and the risk adjustment currently sits within the target range. The confidence level is determined on a net-of-reinsurance basis.

### Discount rates

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

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

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

The following table provides the lower and upper end of the range of the spot rates used by the Company to discount liability cash flows by major currency:

As at June 30, 2023		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	6.6 %	5.0 %	4.7 %	4.6 %	4.5 %	4.8 %
	Upper	7.0 %	5.4 %	5.1 %	5.1 %	4.9 %	5.0 %
USD	Lower	6.6 %	5.3 %	5.0 %	5.4 %	5.0 %	4.8 %
	Upper	7.0 %	5.8 %	5.4 %	5.8 %	5.4 %	5.1 %
EUR	Lower	3.6 %	2.8 %	2.6 %	2.7 %	3.0 %	4.3 %
	Upper	5.3 %	4.4 %	4.3 %	4.4 %	4.4 %	4.6 %
GBP	Lower	6.0 %	5.3 %	4.9 %	5.1 %	4.9 %	4.0 %
	Upper	7.1 %	6.4 %	6.0 %	6.2 %	6.0 %	5.2 %

As at December 31, 2022		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	5.9 %	4.8 %	4.8 %	4.9 %	4.7 %	5.0 %
	Upper	6.3 %	5.3 %	5.3 %	5.3 %	5.2 %	5.1 %
USD	Lower	5.9 %	5.3 %	5.1 %	5.6 %	5.2 %	4.9 %
	Upper	6.3 %	5.7 %	5.5 %	6.0 %	5.6 %	5.0 %
EUR	Lower	2.5 %	2.8 %	2.8 %	2.9 %	3.1 %	4.3 %
	Upper	4.2 %	4.5 %	4.5 %	4.6 %	4.5 %	4.6 %
GBP	Lower	4.0 %	4.2 %	4.3 %	4.6 %	4.4 %	3.8 %
	Upper	5.3 %	5.4 %	5.5 %	5.9 %	5.7 %	5.1 %

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

The Company disclosed forward rates in note 2 of its March 31, 2023 interim unaudited financial statements. The Company now presents spot rates to better illustrate the discount rates applied. There is no impact to the calculation of insurance contract liabilities.

## EXPOSURES AND SENSITIVITIES

### *Insurance and Investment Contract Liabilities*

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

The earnings and CSM sensitivities illustrated in the table below represent impacts as at December 31, 2022 under the Company's current accounting policies as at June 30, 2023, including accounting for insurance contracts under IFRS 17 and financial instruments under IFRS 9. A description of the methodologies used to calculate the Company's insurance risk sensitivities is included in the "Summary of Critical Accounting Estimates" section of this document. The Company's insurance risk sensitivities at June 30, 2023 have not changed significantly from the amounts disclosed in the table below.

### Non-Financial Exposures and Sensitivities

	Increase (decrease) in net earnings	Increase (decrease) in CSM
	Dec. 31 2022 (Restated)	Dec. 31 2022
2% Life mortality increase	\$ 25	\$ (325)
2% Annuity mortality decrease	200	(650)
5% Morbidity adverse change	(100)	(125)
5% Expense increase	—	(175)
10% Adverse change in policy termination and renewal	150	(1,100)



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

**Financial Exposures and Sensitivities**

	Increase (decrease) in net earnings	
	June 30 2023	Dec. 31 2022 (Restated)
Investment returns:		
Change in valuation curves (market yield curves)		
50 basis points increase	\$ 100	\$ 75
50 basis points decrease	\$ (150)	\$ (125)
Change in publicly traded common stock values		
20% increase	\$ 225	\$ 200
10% increase	\$ 125	\$ 100
10% decrease	\$ (125)	\$ (125)
20% decrease	\$ (250)	\$ (225)
Change in other non-fixed income asset values		
10% increase	\$ 375	\$ 400
5% increase	\$ 200	\$ 200
5% decrease	\$ (200)	\$ (200)
10% decrease	\$ (400)	\$ (425)

Actual impacts of interest rate changes will vary depending upon the geography where the changes occur. Net earnings are positively impacted by a parallel increase in interest rates in Canada and the U.K., and are positively impacted by a parallel decrease in interest rates in the eurozone. Actual impacts of interest rate changes also vary by the level of change in interest rates by term. Therefore, actual impacts from interest rate changes may differ from the estimated impact of parallel movements in all geographies, which is presented above.

The potential impact on shareholders' net earnings of the Company does not take into account any future potential changes to the Company's ultimate investment rate (UIR) assumptions. As at both December 31, 2022 and June 30, 2023, the sensitivity of shareholders' net earnings of the Company to a 10 basis point increase or decrease in the UIR in all geographies would be an increase of \$25 million or a decrease of \$25 million post-tax, respectively.

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

**INTERNATIONAL FINANCIAL REPORTING STANDARDS**

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

Other Changes in Accounting Policies

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

The Company adopted the amendments to IFRS for IAS 12, Income Taxes effective May, 2023 and has applied the exception to recognizing and disclosing information about deferred tax assets and liabilities related to Pillar Two model rules published by the Organization for Economic Co-operation and Development (OECD).

For additional detail, refer to notes 2 and 3 of the Company's condensed consolidated interim unaudited financial statements for the period ended June 30, 2023.

### **Transition to IFRS 17 and IFRS 9**

The Company has adopted IFRS 17, *Insurance Contracts* (IFRS 17) replacing IFRS 4, *Insurance Contracts* (IFRS 4) effective January 1, 2023. IFRS 17 establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts. Under IFRS 17, groups of contracts are measured at the estimate of the present value of fulfilment cash flows, adjusted for an explicit risk adjustment for non-financial risk and the Contractual Service Margin (CSM). While the new standard changes the measurement and timing of recognition of insurance contracts and the corresponding presentation and disclosures in the Company's financial statements, it does not have a material impact on the Company or change the Company's underlying business strategy.

The impacts of the adoption of IFRS 17 include:

- January 1, 2022 shareholders' equity decreased by approximately 12% on the adoption of IFRS 17 on January 1, 2023 in line with original expectations, primarily due to the establishment of the contractual service margin (CSM), partially offset by the removal of provisions no longer required under IFRS 17.
- The CSM established for in-force contracts as at January 1, 2022 was \$5.9 billion associated with the shareholders' account and \$2.6 billion associated with the participating account. This does not include the CSM on in-force segregated fund business which does not have a material impact on capital or opening equity.
- 1.8% decrease in base earnings<sup>4</sup> as a result of transition with no material change to the pattern of base earnings and approximately 70% of business experienced limited or no impacts; however, there is an expected increase in net earnings volatility driven by the removal of the direct link between asset and liability measurement that existed under the Canadian Asset Liability Matching (CALM) process under IFRS 4. In addition, changes to the base earnings definition to exclude the amortization of acquisition-related finite life intangible assets, accounted for a 4.0% increase in base earnings for an overall net increase of 2.2%.
- Medium-term financial objectives for base EPS<sup>5</sup> growth and base dividend payout ratio remain unchanged, while medium-term financial objective for base ROE<sup>2</sup> is increased by 2% to 16-17% reflecting the change in shareholders' equity.
- Financial strength has been maintained with a positive impact of approximately 10 points to the December 31, 2022 proforma Canada Life consolidated LICAT Ratio as a result of the adoption of IFRS 17 and IFRS 9. Tier 1 available capital under the 2023 LICAT Guideline includes the CSM, other than the CSM associated with segregated fund guarantees.

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

<sup>5</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 also adopted IFRS 9, *Financial Instruments* (IFRS 9) replacing IAS 39, *Financial Instruments: Recognition and Measurement* effective January 1, 2023. IFRS 9 provides changes to financial instruments accounting for the following: classification and measurement of financial instruments based on a business model approach for managing financial assets and the contractual cash flow characteristics of the financial asset; impairment based on an expected loss model; and hedge accounting that incorporates the risk management practices of an entity. The adoption of IFRS 9 has not resulted in a material change in assets, liabilities and earnings.

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

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

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

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

**Transitional Impact on Equity**

The resulting changes in accounting policies from the adoption of IFRS 17 and IFRS 9 had an impact on the Company's opening equity balances.

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

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

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

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

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

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

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

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

**Observations from 2022 Restated Comparative Results**

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

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

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

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

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

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

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

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, 2023.

**OTHER INFORMATION****NON-GAAP FINANCIAL MEASURES AND RATIOS****Non-GAAP Financial Measures**

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

**Base earnings (loss)**

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

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

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

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

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

Lifeco	For the three months ended			For the six months ended	
	June 30	March 31	June 30	June 30	June 30
	2023	2023	2022 (Restated)	2023	2022 (Restated)
<b>Base earnings</b>	\$ 920	\$ 826	\$ 903	\$ 1,746	\$ 1,615
<b>Items excluded from Lifeco base earnings</b>					
Market experience relative to expectations (pre-tax)	\$ (92)	\$ (209)	\$ 152	\$ (301)	\$ 1,016
Income tax (expense) benefit	13	41	(73)	54	(251)
Realized OCI gains / (losses) from asset rebalancing (pre-tax)	(158)	—	—	(158)	—
Income tax (expense) benefit	37	—	—	37	—
Assumption changes and management actions (pre-tax)	(5)	9	(17)	4	(36)
Income tax (expense) benefit	1	(2)	2	(1)	3
Acquisition and divestiture costs (pre-tax)	(208)	—	(71)	(208)	(79)
Income tax (expense) benefit	50	—	14	50	15
Restructuring and integration costs (pre-tax)	(28)	(26)	(60)	(54)	(77)
Income tax (expense) benefit	8	7	16	15	21
Amortization of acquisition-related finite life intangibles (pre-tax)	(49)	(43)	(49)	(92)	(84)
Income tax (expense) benefit	13	11	13	24	21
Total pre-tax items excluded from base earnings	\$ (540)	\$ (269)	\$ (45)	\$ (809)	\$ 740
Impact of items excluded from base earnings on income taxes	122	57	(28)	179	(191)
Discontinued operations - Asset Management (post-tax)	(4)	(19)	(7)	(23)	(7)
<b>Net earnings - common shareholders</b>	<b>\$ 498</b>	<b>\$ 595</b>	<b>\$ 823</b>	<b>\$ 1,093</b>	<b>\$ 2,157</b>

Canada

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings</b>	\$ 283	\$ 278	\$ 340	\$ 561	\$ 564
<b>Items excluded from base earnings</b>					
Market experience relative to expectations (pre-tax)	\$ (179)	\$ (60)	\$ 65	\$ (239)	\$ 363
Income tax (expense) benefit	50	17	(30)	67	(102)
Assumption changes and management actions (pre-tax)	1	3	(10)	4	(13)
Income tax (expense) benefit	—	(1)	1	(1)	2
Amortization of acquisition-related finite life intangibles (pre-tax)	(6)	(6)	(6)	(12)	(12)
Income tax (expense) benefit	1	2	2	3	3
Acquisition and divestiture costs (pre-tax)	(3)	—	—	(3)	—
Income tax (expense) benefit	1	—	—	1	—
<b>Net earnings - common shareholders</b>	<b>\$ 148</b>	<b>\$ 233</b>	<b>\$ 362</b>	<b>\$ 381</b>	<b>\$ 805</b>

United States

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings</b>	\$ 265	\$ 218	\$ 164	\$ 483	\$ 308
<b>Items excluded from base earnings</b>					
Market experience relative to expectations (pre-tax)	\$ (4)	\$ (5)	\$ (8)	\$ (9)	\$ (7)
Income tax (expense) benefit	—	—	—	—	(1)
Restructuring and integration costs (pre-tax)	(28)	(26)	(60)	(54)	(77)
Income tax (expense) benefit	8	7	16	15	21
Amortization of acquisition-related finite life intangibles (pre-tax)	(37)	(32)	(39)	(69)	(64)
Income tax (expense) benefit	10	8	10	18	16
Acquisition and divestiture costs (pre-tax)	(159)	—	(67)	(159)	(69)
Income tax (expense) benefit	39	—	14	39	15
Discontinued operations - Asset Management (post-tax)	(4)	(19)	(7)	(23)	(7)
<b>Net earnings - common shareholders</b>	<b>\$ 90</b>	<b>\$ 151</b>	<b>\$ 23</b>	<b>\$ 241</b>	<b>\$ 135</b>

Europe

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings</b>	\$ 180	\$ 178	\$ 210	\$ 358	\$ 386
<b>Items excluded from base earnings</b>					
Market experience relative to expectations (pre-tax)	\$ 100	\$ (155)	\$ 70	\$ (55)	\$ 533
Income tax (expense) benefit	(16)	16	(16)	—	(91)
Realized OCI gains / (losses) from asset rebalancing (pre-tax)	(158)	—	—	(158)	—
Income tax (expense) benefit	37	—	—	37	—
Assumption changes and management actions (pre-tax)	(1)	6	(8)	5	(19)
Income tax (expense) benefit	—	(1)	1	(1)	1
Amortization of acquisition-related finite life intangibles (pre-tax)	(6)	(5)	(4)	(11)	(8)
Income tax (expense) benefit	2	1	1	3	2
Acquisition and divestiture costs (pre-tax)	(46)	—	(4)	(46)	(10)
Income tax (expense) benefit	10	—	—	10	—
<b>Net earnings (loss) - common shareholders</b>	<b>\$ 102</b>	<b>\$ 40</b>	<b>\$ 250</b>	<b>\$ 142</b>	<b>\$ 794</b>

Capital and Risk Solutions

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings</b>	\$ 203	\$ 157	\$ 190	\$ 360	\$ 361
<b>Items excluded from base earnings</b>					
Market experience relative to expectations (pre-tax)	\$ (9)	\$ 22	\$ 11	\$ 13	\$ 108
Income tax (expense) benefit	(21)	5	(23)	(16)	(52)
Assumption changes and management actions (pre-tax)	(5)	—	1	(5)	(4)
Income tax (expense) benefit	1	—	—	1	—
<b>Net earnings - common shareholders</b>	<b>\$ 169</b>	<b>\$ 184</b>	<b>\$ 179</b>	<b>\$ 353</b>	<b>\$ 413</b>

Lifeco Corporate

	For the three months ended			For the six months ended	
	June 30 2023	March 31 2023	June 30 2022 (Restated)	June 30 2023	June 30 2022 (Restated)
<b>Base earnings (loss)</b>	\$ (11)	\$ (5)	\$ (1)	\$ (16)	\$ (4)
<b>Items excluded from base earnings (loss)</b>					
Market experience relative to expectations (pre-tax)	\$ —	\$ (11)	\$ 14	\$ (11)	\$ 19
Income tax (expense) benefit	—	3	(4)	3	(5)
<b>Net earnings (loss) - common shareholders</b>	<b>\$ (11)</b>	<b>\$ (13)</b>	<b>\$ 9</b>	<b>\$ (24)</b>	<b>\$ 10</b>

**Base earnings - insurance service result** - Represents the profit earned from providing insurance coverage and comprises the expected insurance earnings, impacts of new insurance business written and insurance experience gains and losses for the Company's insurance businesses. This metric is presented on a common shareholders' basis by removing the participating account results.

**Base earnings - net investment result** - Represents the difference between management's expected return on assets backing insurance contract liabilities and the unwinding of discount rates used to measure corresponding insurance contract liabilities. Includes the release of credit provisions into profit and the impact of credit experience for the period as well as the impact of certain trading activity on fixed income assets and non-directly attributable investment expenses. Additionally, includes expected investment income on surplus assets net of associated investment expenses. This metric is presented on a common shareholders' basis by removing the participating account results. This measure removes spread income earned on certain investment products which represents the difference between earned rates and rates credited to clients.

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

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

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

Lifeco

	June 30 2023	March 31 2023
<b>Total assets per financial statements<sup>1</sup></b>	<b>\$ 690,003</b>	<b>\$ 691,853</b>
Other AUM <sup>1</sup>	352,370	348,361
<b>Total AUM<sup>1</sup></b>	<b>\$ 1,042,373</b>	<b>\$ 1,040,214</b>
Other AUA	1,601,005	1,555,937
<b>Total AUA<sup>1</sup></b>	<b>\$ 2,643,378</b>	<b>\$ 2,596,151</b>

<sup>1</sup> Figures include assets held for sale and other AUM related to the discontinued operations of Putnam Investments.



Canada

	June 30 2023	March 31 2023
<b>Canada wealth fee business AUA</b>		
Segregated fund assets	\$ 98,216	\$ 97,426
Other AUM	3,971	3,960
Wealth fee business other AUA	25,141	24,736
<b>Total Canada wealth fee business AUA</b>	<b>\$ 127,328</b>	<b>\$ 126,122</b>
Add: Other balance sheet assets	\$ 98,457	\$ 98,876
Add: Other AUA	2,221	2,253
Consolidated Canada balance sheet assets	\$ 196,673	\$ 196,302
Consolidated Canada other AUM	3,971	3,960
Consolidated Canada other AUA	27,362	26,989
<b>Total Canada AUA</b>	<b>\$ 228,006</b>	<b>\$ 227,251</b>

United States

	June 30 2023	March 31 2023
<b>Empower AUA</b>		
General account	\$ 91,817	\$ 97,375
Segregated funds	170,566	174,625
Other AUM	92,860	90,359
Other AUA	1,562,088	1,517,070
<b>Empower AUA</b>	<b>\$ 1,917,331</b>	<b>\$ 1,879,429</b>
<b>Putnam other AUM</b>	<b>\$ 228,206</b>	<b>\$ 228,282</b>
<b>Subtotal</b>	<b>\$ 2,145,537</b>	<b>\$ 2,107,711</b>
Add: Other AUM consolidated adjustment	\$ (30,895)	\$ (31,098)
Add: Other balance sheet assets	37,906	31,444
Consolidated United States balance sheet assets	\$ 300,289	\$ 303,444
Consolidated United States other AUM	290,171	287,543
Consolidated United States other AUA	1,562,088	1,517,070
<b>Total United States AUA</b>	<b>\$ 2,152,548</b>	<b>\$ 2,108,057</b>

Europe

	June 30 2023	March 31 2023
<b>Europe wealth and investment only AUA</b>		
Segregated fund assets	\$ 135,542	\$ 133,095
Other AUM	58,228	56,858
Other AUA	11,555	11,878
<b>Total Europe wealth and investment only AUA</b>	<b>\$ 205,325</b>	<b>\$ 201,831</b>
 Add: Other balance sheet assets	 \$ 48,812	 \$ 49,772
 Consolidated Europe balance sheet assets	 \$ 184,354	 \$ 182,867
Consolidated Europe other AUM	58,228	56,858
Consolidated Europe other AUA	11,555	11,878
<b>Total Europe AUA</b>	<b>\$ 254,137</b>	<b>\$ 251,603</b>

**Non-GAAP Ratios**

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

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

- **Base dividend payout ratio** - Dividends paid to common shareholders are divided by base earnings (loss).
- **Base earnings per share** - Base earnings (loss) for the period is divided by the number of average common shares outstanding for the period.
- **Base earnings per share (diluted)** - Base earnings (loss) for the period is divided by the number of average common shares outstanding on a diluted basis for the period.
- **Base return on equity** - Base earnings (loss) for the trailing four quarters are divided by the average common shareholders' equity over the trailing four quarters. This measure provides an indicator of business unit profitability.
- **Cost of management ratio** - Compares the amount paid by the Company to compensate its Named Executive Officers (NEOs) relative to the Company's base earnings for the same period. Calculated by dividing total annual compensation paid to NEOs (as disclosed in the Executive Compensation section of the Company's management proxy circular) by base earnings for the year.
- **Effective income tax rate - base earnings - common shareholders** - Calculated by adjusting the Company's reported income taxes and net earnings before income taxes attributable to common shareholders to remove the impact of items excluded from base earnings, to calculate the effective tax rates for common shareholders.

## GLOSSARY

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

	Period ended	
	June 30, 2023	June 30, 2022
United States dollar	1.34	1.28
British pound	1.68	1.60
Euro	1.46	1.36

- **Market experience relative to expectations** - The net earnings impact related to the direct equity and interest rate market impacts on insurance and investment contract liabilities, net of hedging, and related deferred tax liabilities, which includes:
  - the impact of hedge ineffectiveness related to segregated fund guarantee liabilities that are hedged and the performance of the related hedge assets;
  - the impact on segregated fund guarantee liabilities not hedged;

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

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

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

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

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

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

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

There have been no changes during the three month period ended June 30, 2023 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

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

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

On July 6, 2023, Sagard Holdings Inc. (Sagard), a wholly-owned subsidiary of Power Corporation, announced that the relationship between the Company and Sagard had expanded, both in terms of the Company's minority interest in Sagard and commitments into certain Sagard strategies. The increase in the minority interest in Sagard is immaterial to the Company and commitment to certain Sagard strategies has increased to approximately U.S. \$700 million.

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

**QUARTERLY FINANCIAL INFORMATION**

**Quarterly financial information**

(in \$ millions, except per share amounts)

	IFRS 17/9 Presentation						IFRS 4/39 Presentation	
	2023		2022 (Restated)				2021	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
<b>Total revenue<sup>1</sup></b>	\$ 5,940	\$ 12,110	\$ 10,250	\$ 556	\$ (5,581)	\$ (3,841)	\$ 18,122	\$ 17,432
<b>Net earnings - Common Shareholders</b>								
Total	\$ 498	\$ 595	\$ 452	\$ 987	\$ 823	\$ 1,334	\$ 765	\$ 872
Basic - per share	0.53	0.64	0.48	1.06	0.88	1.43	0.82	0.94
Diluted - per share	0.53	0.64	0.48	1.06	0.88	1.43	0.82	0.94

<sup>1</sup> Comparative results for the periods reported under IFRS 17/9 Presentation are restated to exclude discontinued operations related to Putnam Investments.

Lifeco's consolidated net earnings attributable to common shareholders were \$498 million for the second quarter of 2023 compared to \$823 million for the same quarter last year. On a per share basis, this represents \$0.53 per common share (\$0.53 diluted) for the second quarter of 2023 compared to \$0.88 per common share (\$0.88 diluted) a year ago.

Total revenue for the second quarter of 2023 was \$5,940 million and comprises insurance revenue of \$5,081 million (\$4,762 million for the same quarter last year), net investment income of \$2,061 million (\$2,000 million for the same quarter last year), a change in fair value through profit or loss on investment assets of negative \$2,668 million (change of negative \$13,660 million for the same quarter last year) and fee and other income of \$1,466 million (\$1,317 million for the same quarter last year).

**TRANSLATION OF FOREIGN CURRENCY**

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

**Translation of foreign currency**

Period ended	June 30 2023	Mar. 31 2023	Dec. 31 2022	Sept. 30 2022	June 30 2022	Mar. 31 2022
<b>United States dollar</b>						
Balance sheet	\$ 1.32	\$ 1.35	\$ 1.35	\$ 1.38	\$ 1.29	\$ 1.25
Income and expenses	\$ 1.34	\$ 1.35	\$ 1.36	\$ 1.31	\$ 1.28	\$ 1.27
<b>British pound</b>						
Balance sheet	\$ 1.68	\$ 1.67	\$ 1.64	\$ 1.54	\$ 1.57	\$ 1.64
Income and expenses	\$ 1.68	\$ 1.64	\$ 1.59	\$ 1.54	\$ 1.60	\$ 1.70
<b>Euro</b>						
Balance sheet	\$ 1.45	\$ 1.47	\$ 1.45	\$ 1.35	\$ 1.35	\$ 1.38
Income and expenses	\$ 1.46	\$ 1.45	\$ 1.39	\$ 1.31	\$ 1.36	\$ 1.42

**ADDITIONAL INFORMATION**

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

**CONSOLIDATED STATEMENTS OF EARNINGS** *(unaudited)*

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

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
	(Restated)		(Restated)	
<b>Insurance service result</b>				
Insurance revenue (note 8)	\$ 5,081	\$ 4,762	\$ 10,118	\$ 9,542
Insurance service expenses (note 9)	(3,963)	(3,545)	(7,958)	(7,282)
Net expense from reinsurance contracts	(415)	(419)	(757)	(781)
	<u>703</u>	<u>798</u>	<u>1,403</u>	<u>1,479</u>
<b>Net investment result (note 5)</b>				
Net investment income	2,061	2,000	4,162	3,482
Changes in fair value on fair value through profit or loss assets	(2,668)	(13,660)	904	(24,952)
	<u>(607)</u>	<u>(11,660)</u>	<u>5,066</u>	<u>(21,470)</u>
Net finance income (expenses) from insurance contracts	631	9,013	(2,939)	17,240
Net finance income (expenses) from reinsurance contracts	(6)	(544)	87	(997)
Changes in investment contract liabilities	286	3,775	(1,596)	6,965
	<u>304</u>	<u>584</u>	<u>618</u>	<u>1,738</u>
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>				
Net investment income (loss)	914	(4,065)	2,635	(5,449)
Net finance income (expenses) from insurance contracts	(914)	4,065	(2,635)	5,449
	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>
<b>Other income and expenses</b>				
Fee and other income	1,466	1,317	2,866	2,506
Operating and administrative expenses (note 9)	(1,571)	(1,468)	(3,100)	(2,707)
Amortization of finite life intangible assets	(97)	(89)	(187)	(169)
Financing costs	(104)	(95)	(219)	(183)
Restructuring and integration expenses	(19)	(60)	(45)	(77)
	<u>682</u>	<u>987</u>	<u>1,336</u>	<u>2,587</u>
<b>Earnings before income taxes</b>	<u>56</u>	<u>123</u>	<u>86</u>	<u>330</u>
Income taxes (note 17)				
<b>Net earnings from continuing operations before non-controlling interests</b>	626	864	1,250	2,257
<b>Net loss from discontinued operations (note 4)</b>	(71)	(7)	(90)	(7)
<b>Net earnings before non-controlling interests</b>	<u>555</u>	<u>857</u>	<u>1,160</u>	<u>2,250</u>
Attributable to non-controlling interests	24	1	2	28
<b>Net earnings</b>	<u>531</u>	<u>856</u>	<u>1,158</u>	<u>2,222</u>
Preferred share dividends (note 14)	33	33	65	65
<b>Net earnings - common shareholders</b>	<u>\$ 498</u>	<u>\$ 823</u>	<u>\$ 1,093</u>	<u>\$ 2,157</u>
<b>Earnings per common share from continuing operations (note 14)</b>				
Basic	\$ 0.61	\$ 0.89	\$ 1.27	\$ 2.32
Diluted	\$ 0.61	\$ 0.89	\$ 1.27	\$ 2.32
<b>Earnings per common share (note 14)</b>				
Basic	\$ 0.53	\$ 0.88	\$ 1.17	\$ 2.32
Diluted	\$ 0.53	\$ 0.88	\$ 1.17	\$ 2.31



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

	For the three months ended June 30		For the six months ended June 30	
	2023	2022 (Restated)	2023	2022 (Restated)
<b>Net earnings</b>	\$ 531	\$ 856	\$ 1,158	\$ 2,222
<b>Other comprehensive income (loss)</b>				
<b>Items that may be reclassified subsequently to Consolidated Statements of Earnings</b>				
Unrealized foreign exchange gains (losses) on translation of foreign operations	(297)	(4)	(153)	(568)
Unrealized gains (losses) on hedges of the net investment in foreign operations	36	91	10	221
Income tax (expense) benefit	(10)	5	(8)	(7)
Unrealized gains (losses) on bonds and mortgages at fair value through other comprehensive income	(197)	(408)	(12)	(889)
Income tax (expense) benefit	3	80	(40)	175
Realized (gains) losses on bonds and mortgages at fair value through other comprehensive income	178	13	214	25
Income tax expense (benefit)	(4)	(2)	(12)	(2)
Unrealized gains (losses) on cash flow hedges	33	(43)	70	(51)
Income tax (expense) benefit	(9)	11	(19)	13
Realized (gains) losses on cash flow hedges	(18)	13	(47)	6
Income tax expense (benefit)	5	(4)	13	(2)
Non-controlling interests	54	96	(40)	280
Income tax (expense) benefit	(14)	(27)	12	(73)
<b>Total items that may be reclassified</b>	<b>(240)</b>	<b>(179)</b>	<b>(12)</b>	<b>(872)</b>
<b>Items that will not be reclassified to Consolidated Statements of Earnings</b>				
Re-measurements on defined benefit pension and other post-employment benefit plans (note 16)	(9)	150	(66)	562
Income tax (expense) benefit	4	(32)	19	(143)
Non-controlling interests	1	(12)	5	(45)
Income tax (expense) benefit	—	3	(1)	12
<b>Total items that will not be reclassified</b>	<b>(4)</b>	<b>109</b>	<b>(43)</b>	<b>386</b>
<b>Total other comprehensive loss</b>	<b>(244)</b>	<b>(70)</b>	<b>(55)</b>	<b>(486)</b>
<b>Comprehensive income</b>	<b>\$ 287</b>	<b>\$ 786</b>	<b>\$ 1,103</b>	<b>\$ 1,736</b>



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

	June 30 2023	December 31 2022	January 1 2022
<b>Assets</b>		(Restated)	(Restated)
Cash and cash equivalents	\$ 7,171	\$ 7,290	\$ 6,075
Bonds (note 5)	152,325	156,091	142,655
Mortgage loans (note 5)	36,929	37,197	29,357
Stocks (note 5)	14,793	14,301	14,225
Investment properties (note 5)	8,210	8,344	7,763
	<u>219,428</u>	<u>223,223</u>	<u>200,075</u>
Insurance contract assets (note 10)	1,090	1,140	1,533
Reinsurance contract held assets (note 11)	16,778	17,571	21,843
Assets held for sale (note 4)	4,433	—	—
Goodwill	10,510	10,611	9,107
Intangible assets	4,538	6,230	5,514
Derivative financial instruments	2,361	2,314	967
Owner occupied properties	717	724	736
Fixed assets	342	399	422
Accounts and interest receivable	4,604	4,355	3,210
Other assets	12,754	15,949	14,435
Current income taxes	150	338	268
Deferred tax assets	1,682	1,470	1,325
Investments on account of segregated fund policyholders (note 12)	410,616	387,882	357,419
<b>Total assets</b>	<u>\$ 690,003</u>	<u>\$ 672,206</u>	<u>\$ 616,854</u>
<b>Liabilities</b>			
Insurance contract liabilities (note 10)	\$ 136,774	\$ 135,438	\$ 157,910
Investment contract liabilities	89,777	94,810	53,694
Reinsurance contract held liabilities (note 11)	625	537	1,290
Liabilities held for sale (note 4)	2,424	—	—
Debentures and other debt instruments	9,201	10,509	8,804
Derivative financial instruments	1,347	1,639	1,030
Accounts payable	2,754	2,758	2,469
Other liabilities	6,896	8,913	6,293
Current income taxes	112	152	193
Deferred tax liabilities	703	773	677
Insurance contracts on account of segregated fund policyholders (note 12)	59,220	57,841	65,253
Investment contracts on account of segregated fund policyholders (note 12)	351,396	330,041	292,166
<b>Total liabilities</b>	<u>661,229</u>	<u>643,411</u>	<u>589,779</u>
<b>Equity</b>			
Non-controlling interests			
Participating account surplus in subsidiaries	2,764	2,734	2,984
Non-controlling interests in subsidiaries	162	152	129
Shareholders' equity			
Share capital			
Limited recourse capital notes	1,500	1,500	1,500
Preferred shares	2,720	2,720	2,720
Common shares (note 13)	5,846	5,791	5,748
Accumulated surplus	14,910	14,976	13,216
Accumulated other comprehensive income	661	713	586
Contributed surplus	211	209	192
<b>Total equity</b>	<u>28,774</u>	<u>28,795</u>	<u>27,075</u>
<b>Total liabilities and equity</b>	<u>\$ 690,003</u>	<u>\$ 672,206</u>	<u>\$ 616,854</u>

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

	June 30, 2023					
	Share capital	Contributed surplus	Accumulated surplus	Accumulated other comprehensive income (loss)	Non-controlling interests	Total equity
<b>Balance, beginning of year (Restated)</b>	\$ 10,011	\$ 209	\$ 14,976	\$ 713	\$ 2,886	\$ 28,795
Impact of initial application of IFRS 9 (note 3)	—	—	(33)	3	—	(30)
Revised balance, beginning of year	10,011	209	14,943	716	2,886	28,765
Net earnings	—	—	1,158	—	2	1,160
Other comprehensive income (loss)	—	—	—	(55)	24	(31)
	10,011	209	16,101	661	2,912	29,894
Dividends to shareholders						
Preferred shareholders (note 14)	—	—	(65)	—	—	(65)
Common shareholders	—	—	(969)	—	—	(969)
Shares exercised and issued under share-based payment plans (note 13)	71	(40)	—	—	33	64
Shares purchased and cancelled under Normal Course Issuer Bid (note 13)	(94)	—	—	—	—	(94)
Equity-settlement of Putnam share-based plans	—	—	—	—	(8)	(8)
Excess of redemption proceeds over stated capital per Normal Course Issuer Bid (note 13)	78	—	(78)	—	—	—
Share cancelled under Putnam share-based plans	—	3	—	—	(3)	—
Share-based payment plans expense	—	39	—	—	—	39
Acquisition of non-controlling interest in subsidiary	—	—	(52)	—	(35)	(87)
Dilution loss on non-controlling interests	—	—	(27)	—	27	—
<b>Balance, end of period</b>	<b>\$ 10,066</b>	<b>\$ 211</b>	<b>\$ 14,910</b>	<b>\$ 661</b>	<b>\$ 2,926</b>	<b>\$ 28,774</b>
	June 30, 2022 (Restated)					
	Share capital	Contributed surplus	Accumulated surplus	Accumulated other comprehensive income (loss)	Non-controlling interests	Total equity
Balance, beginning of year	\$ 9,968	\$ 192	\$ 16,424	\$ 632	\$ 3,267	\$ 30,483
Impact of initial application of IFRS 17 (note 3)	—	—	(4,835)	—	(517)	(5,352)
Impact of application of IFRS 9 overlay (note 3)	—	—	1,627	(46)	363	1,944
Revised balance, beginning of year	9,968	192	13,216	586	3,113	27,075
Net earnings	—	—	2,222	—	28	2,250
Other comprehensive loss	—	—	—	(486)	(174)	(660)
	9,968	192	15,438	100	2,967	28,665
Dividends to shareholders						
Preferred shareholders (note 14)	—	—	(65)	—	—	(65)
Common shareholders	—	—	(913)	—	—	(913)
Shares exercised and issued under share-based payment plans (note 13)	40	(32)	—	—	28	36
Share-based payment plans expense	—	36	—	—	—	36
Equity settlement of Putnam share-based plans	—	—	—	—	(53)	(53)
Shares cancelled under Putnam share-based plans	—	1	—	—	(1)	—
Preferred share redemption costs	—	—	(3)	—	—	(3)
Dilution loss on non-controlling interests	—	—	56	—	(56)	—
<b>Balance, end of period</b>	<b>\$ 10,008</b>	<b>\$ 197</b>	<b>\$ 14,513</b>	<b>\$ 100</b>	<b>\$ 2,885</b>	<b>\$ 27,703</b>

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

	For the six months ended June 30	
	2023	2022 (Restated)
<b>Operations</b>		
Earnings before income taxes	\$ 1,221	\$ 2,577
Income taxes paid, net of refunds received	(248)	(169)
Adjustments:		
Change in insurance contract liabilities	1,619	(22,233)
Change in investment contract liabilities	(3,066)	(4,715)
Change in reinsurance contract held liabilities	85	1,489
Change in reinsurance contract held assets	522	1,856
Change in insurance contract assets	(299)	(116)
Changes in fair value through profit or loss	(904)	24,952
Other	663	223
	<u>(407)</u>	<u>3,864</u>
<b>Financing Activities</b>		
Issue of common shares	71	40
Purchased and cancelled common shares	(94)	—
Repayment of euro denominated debt	(735)	—
Increase in line of credit of subsidiaries	—	1,028
Decrease in line of credit of subsidiaries	(468)	(63)
Decrease in debentures and other debt instruments	—	(19)
Preferred share redemption costs	—	(3)
Dividends paid on common shares	(969)	(913)
Dividends paid on preferred shares	(65)	(65)
	<u>(2,260)</u>	<u>5</u>
<b>Investment Activities</b>		
Bond sales and maturities	16,004	16,638
Mortgage loan repayments	2,011	1,646
Stock sales	2,075	1,882
Investment property sales	92	5
Business acquisitions, net of cash and cash equivalents acquired	—	(2,149)
Investment in bonds	(12,940)	(14,155)
Investment in mortgage loans	(1,894)	(3,466)
Investment in stocks	(2,328)	(1,903)
Investment in investment properties	(146)	(458)
	<u>2,874</u>	<u>(1,960)</u>
Effect of changes in exchange rates on cash and cash equivalents	(68)	(60)
<b>Increase in cash and cash equivalents</b>	<b>139</b>	<b>1,849</b>
<b>Cash and cash equivalents, beginning of year</b>	<b>7,290</b>	<b>6,075</b>
<b>Cash and cash equivalents from continuing and discontinued operations, end of period</b>	<b>\$ 7,429</b>	<b>\$ 7,924</b>
<b>Less: Cash and cash equivalents from discontinued operations, end of period (note 4)</b>	<b>258</b>	<b>—</b>
<b>Cash and cash equivalents, end of period - continuing operations</b>	<b>\$ 7,171</b>	<b>\$ 7,924</b>
<b>Supplementary cash flow information</b>		
Interest income received	\$ 3,636	\$ 2,549
Interest paid	216	195
Dividend income received	205	183

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

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

**1. Corporate Information**

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

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

The condensed consolidated interim unaudited financial statements (financial statements) of the Company as at and for the three and six months ended June 30, 2023 were approved by the Board of Directors on August 8, 2023.

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

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

The financial statements of the Company at June 30, 2023 have been prepared in compliance with the requirements of International Accounting Standard 34, *Interim Financial Reporting* (IAS 34) as issued by the International Accounting Standards Board (IASB) using the same accounting policies and methods of computation followed in the consolidated annual audited financial statements for the year ended December 31, 2022 except as described below.

Changes in Accounting Policies

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

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

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

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

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

Accounting Policies Impacted by IFRS 9

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

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

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

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

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

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

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

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

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

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

Fair Value Measurement

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

*Bonds - FVTPL and FVOCI*

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

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

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

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

### *Mortgages - FVTPL and FVOCI*

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

### *Equity Release Mortgages - FVTPL*

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

### *Stocks - FVTPL*

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

### Hedge Accounting

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

### Expected Credit Losses

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

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

### *Measurement of Expected Credit Losses*

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

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

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

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

*Stage 1*

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

*Stage 2*

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

*Stage 3*

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

*Presentation of Expected Credit Losses*

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

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

Accounting Policies Impacted by IFRS 17

**Contract Classification**

Insurance Contracts

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

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



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

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

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

**Reinsurance Contracts Held**

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

**Separating Components from Insurance and Reinsurance Contracts**

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

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

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

**Level of Aggregation**

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

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

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

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



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

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

**Initial Recognition**

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

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

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

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

**Contract Boundaries**

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

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

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

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

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

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

**Measurement of Insurance Contracts**

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

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

**The General Measurement Model**

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

*Initial Measurement*

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

*Fulfillment Cash Flows*

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

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

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

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

*Contractual Service Margin*

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

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

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

*Discount Rates*

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

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

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

*Risk Adjustment*

The risk adjustment for non-financial risk represents the compensation that the Company requires for bearing uncertainty in the amount and timing of insurance contract cash flows due to non-financial risk. Non-financial risks are insurance risks such as life mortality, annuity mortality and morbidity, and other risks such as expense and lapse. The risk adjustment is calculated by applying a margin to non-financial assumptions and discounting the resulting margin cash flows at the same discount rates as the best estimate cash flows. The margins applied reflect diversification benefits across all non-financial risks in the Company. The Company's target range for the confidence level of the risk adjustment is between the 85th and 90th percentile, and the risk adjustment currently sits within the target range. The confidence level is determined on a net-of-reinsurance basis.

*Insurance Acquisition Cash Flows*

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

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

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

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

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

*Subsequent Measurement*

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

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

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

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

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

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

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

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

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

**The Variable Fee Approach**

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

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

*Recognition*

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

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

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

*Initial Measurement*

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

*Subsequent Measurement*

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

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

*Risk Mitigation*

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

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

**Premium Allocation Approach**

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

Recognition

*Contracts with Coverage Periods of One Year or Less*

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

*Contracts with Coverage Periods of More than One Year*

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

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

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

Measurement

*Initial Measurement of the Liability for Remaining Coverage*

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

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

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

*Subsequent Measurement*

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

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

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



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

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

**Measurement of Reinsurance Contracts Held**

*The General Measurement Model*

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

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

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

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

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

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

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

*The Premium Allocation Approach*

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

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

*Onerous Underlying Insurance Contracts*

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

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

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

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

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

**Coverage Units**

*Amortization of the Contractual Service Margin*

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

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

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

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

**Insurance Revenue**

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



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

**Insurance Finance Income or Expenses**

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

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

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

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

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

**Contract Modifications and Derecognition**

*Contract Modifications*

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

*Derecognition of Contracts*

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

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

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

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

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

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

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

Other Changes in Accounting Policies

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

The Company adopted the amendments to IFRS for IAS 12, *Income Taxes* effective May, 2023 and has applied the exception to recognizing and disclosing information about deferred tax assets and liabilities related to Pillar Two model rules published by the Organization for Economic Co-operation and Development (OECD).

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

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

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

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

The following table provides the lower and upper end of the range of the spot rates used by the Company to discount liability cash flows by major currency:

As at June 30, 2023		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	6.6 %	5.0 %	4.7 %	4.6 %	4.5 %	4.8 %
	Upper	7.0 %	5.4 %	5.1 %	5.1 %	4.9 %	5.0 %
USD	Lower	6.6 %	5.3 %	5.0 %	5.4 %	5.0 %	4.8 %
	Upper	7.0 %	5.8 %	5.4 %	5.8 %	5.4 %	5.1 %
EUR	Lower	3.6 %	2.8 %	2.6 %	2.7 %	3.0 %	4.3 %
	Upper	5.3 %	4.4 %	4.3 %	4.4 %	4.4 %	4.6 %
GBP	Lower	6.0 %	5.3 %	4.9 %	5.1 %	4.9 %	4.0 %
	Upper	7.1 %	6.4 %	6.0 %	6.2 %	6.0 %	5.2 %

As at December 31, 2022		Year 1	Year 5	Year 10	Year 20	Year 30	Year 50
CAD	Lower	5.9 %	4.8 %	4.8 %	4.9 %	4.7 %	5.0 %
	Upper	6.3 %	5.3 %	5.3 %	5.3 %	5.2 %	5.1 %
USD	Lower	5.9 %	5.3 %	5.1 %	5.6 %	5.2 %	4.9 %
	Upper	6.3 %	5.7 %	5.5 %	6.0 %	5.6 %	5.0 %
EUR	Lower	2.5 %	2.8 %	2.8 %	2.9 %	3.1 %	4.3 %
	Upper	4.2 %	4.5 %	4.5 %	4.6 %	4.5 %	4.6 %
GBP	Lower	4.0 %	4.2 %	4.3 %	4.6 %	4.4 %	3.8 %
	Upper	5.3 %	5.4 %	5.5 %	5.9 %	5.7 %	5.1 %

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

The Company disclosed forward rates in note 2 of its March 31, 2023 interim unaudited financial statements. The Company now presents spot rates to better illustrate the discount rates applied. There is no impact to the calculation of insurance contract liabilities.

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

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

Use of Significant Judgments, Estimates and Assumptions - Discontinued Operations and Assets and Liabilities Held for Sale

- Management uses judgment in determining the assets and liabilities to be included in a disposal group, and uses estimates in the determination of the fair value for disposal groups, including contingent consideration and costs to sell (note 4).

Future Accounting Policies

The Company actively monitors changes in IFRS, both proposed and released, by the IASB for potential impact on the Company. The following sets out standards released and updates to the Company's analysis since the year ended December 31, 2022:

Standard	Summary of Future Changes
IAS 7 – <i>Statement of Cash Flows</i> and IFRS 7 – <i>Financial Instruments: Disclosures</i>	<p>In May 2023, the IASB published amendments to IAS 7, <i>Statement of Cash Flows</i> and IFRS 7, <i>Financial Instruments: Disclosure</i>. The amendments require an entity to provide additional disclosures about its supplier finance arrangements.</p> <p>These amendments are effective for annual reporting periods beginning on or after January 1, 2024, with earlier application permitted. The Company is evaluating the impact of the adoption of these amendments.</p>

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

#### IFRS 17

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

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

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

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

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

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

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

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

#### IFRS 9

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

**CSM movement by measurement component upon transition**

**Insurance contracts**

**Insurance contracts under fair value approach**

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

**Other insurance contracts**

CSM beginning balance, as at January 1, 2022	\$	2,859
Change related to current service provided		
CSM recognized for services provided		(222)
Changes that relate to future service		
Contracts initially recognized in the year		766
Changes in estimates that adjust the CSM		152
Total changes in insurance service result		696
Net finance expenses from insurance contracts		52
Effect of movement in exchanges rates		(52)
<b>Total change</b>	<b>\$</b>	<b>696</b>
<b>Net closing balance, as at December 31, 2022</b>	<b>\$</b>	<b>14,134</b>

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

**Reinsurance contracts held**

**Reinsurance contracts held under fair value approach**

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

**Other reinsurance contracts held**

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

**Net closing balance, as at December 31, 2022**

**\$ 1,011**

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

**Transition to IFRS 9**

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

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

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

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

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

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

	IAS 39		IFRS 9	
	December 31, 2022	Reclassification	Remeasurement	January 1, 2023
<b>FVTPL</b>				
<b>Bonds</b>				
Designated <sup>1</sup>	\$ 113,596	\$ (544)	\$ —	\$ 113,052
Reclassified from loans and receivables	—	33,570	(3,480)	30,090
<b>Total - designated</b>	<b>113,596</b>	<b>33,026</b>	<b>(3,480)</b>	<b>143,142</b>
Mandatory	181	—	—	181
Reclassified from available-for-sale	—	67	—	67
<b>Total - mandatory</b>	<b>181</b>	<b>67</b>	<b>—</b>	<b>248</b>
<b>Mortgage loans</b>				
Designated	3,125	(3,125)	—	—
Reclassified from loans and receivables	—	31,310	(2,297)	29,013
<b>Total - designated</b>	<b>3,125</b>	<b>28,185</b>	<b>(2,297)</b>	<b>29,013</b>
Reclassified from designated FVTPL	—	3,125	6	3,131
Reclassified from available-for-sale	—	240	—	240
<b>Total - mandatory</b>	<b>—</b>	<b>3,365</b>	<b>6</b>	<b>3,371</b>
<b>Stocks</b>				
Reclassified from designated FVTPL	13,305	—	16	13,321
Reclassified from available-for-sale	—	325	17	342
<b>Total - mandatory</b>	<b>13,305</b>	<b>325</b>	<b>33</b>	<b>13,663</b>
<b>Total FVTPL</b>	<b>\$ 130,207</b>	<b>\$ 64,968</b>	<b>\$ (5,738)</b>	<b>\$ 189,437</b>
<b>FVOCI</b>				
<b>Bonds</b>				
Reclassified from available-for-sale	\$ —	\$ 11,797	\$ —	\$ 11,797
Reclassified from designated FVTPL <sup>1</sup>	—	544	—	544
Reclassified from loans and receivables	—	376	(16)	360
	—	12,717	(16)	12,701
<b>Mortgage loans</b>				
Reclassified from loans and receivables	—	662	(41)	621
<b>Total FVOCI</b>	<b>\$ —</b>	<b>\$ 13,379</b>	<b>\$ (57)</b>	<b>\$ 13,322</b>

<sup>1</sup> An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as FVTPL were overstated by \$544 and bonds classified as FVOCI were understated by \$544.

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

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

**Allowance for credit losses**

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

The ECL allowance was \$36 at June 30, 2023, of which \$4 was Stage 1 and \$32 was Stage 2.

#### 4. Business Acquisitions and Other Transactions

##### (a) Sale of Putnam US Holdings I

On May 31, 2023, the Company announced that it had reached an agreement to sell Putnam US Holdings I, LLC (Putnam Investments), excluding PanAgora Holdings Inc. and its subsidiary PanAgora Asset Management Inc. (collectively, PanAgora) to Franklin Resources, Inc., operating as Franklin Templeton, in exchange for Franklin Templeton common shares, cash, and contingent consideration, for an estimated transaction consideration of U.S. \$1.5 billion (approximately \$2.0 billion). The Company will retain its controlling interest in PanAgora, a quantitative asset manager, and certain assets, including deferred tax assets, related to Putnam Investments. The total transaction consideration and retained value is estimated to be U.S. \$1.7 billion to U.S. \$1.8 billion.

The Company, Power Corporation and Franklin Templeton have entered into a strategic partnership to distribute Franklin Templeton products. The Company will also provide an initial long-term asset allocation amount of U.S. \$25 billion assets under management to Franklin's specialist investment managers within 12 months of closing, and will hold shares representing a 4.9% interest in Franklin Templeton stock for a minimum 5-year period. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions.

The net losses and cash flows of Putnam Investments have been classified as discontinued operations within the United States operating segment, and the related assets and liabilities have been classified as held for sale.

##### Net loss from discontinued operations

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
<b>Net investment result</b>	\$ 13	\$ (15)	\$ 19	\$ (22)
<b>Other income and expenses</b>				
Fee and other income	245	246	488	508
Operating and administrative expenses	(254)	(235)	(517)	(484)
Acquisition and divestiture costs	(92)	—	(92)	—
Amortization of finite life intangible assets	(7)	(6)	(13)	(12)
<b>Loss before income taxes</b>	<b>(95)</b>	<b>(10)</b>	<b>(115)</b>	<b>(10)</b>
Income tax benefit	(24)	(3)	(25)	(3)
<b>Net loss from discontinued operations</b>	<b>\$ (71)</b>	<b>\$ (7)</b>	<b>\$ (90)</b>	<b>\$ (7)</b>

##### Cash flows from discontinued operations

	For the six months ended June 30	
	2023	2022
Net cash provided by (used in) operating activities	\$ 79	\$ 35
Net cash provided by (used in) financing activities	(67)	(64)
Effect of changes in exchange rates on cash and cash equivalents	(5)	4
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>\$ 7</b>	<b>\$ (25)</b>

4. Business Acquisitions and Other Transactions (cont'd)

**Assets and liabilities held for sale**

	<b>June 30 2023</b>
<b>Assets</b>	
Cash	\$ 258
Stocks	97
Intangible assets	1,583
Fixed assets	54
Other assets	2,441
<b>Total assets classified as held for sale</b>	<b>\$ 4,433</b>
<b>Liabilities</b>	
Other liabilities	\$ 2,424
<b>Total liabilities classified as held for sale</b>	<b>\$ 2,424</b>

**(b) Acquisition of Investment Planning Counsel**

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

**(c) Acquisition of Value Partners**

On June 13, 2023, the Company announced that Canada Life had reached an agreement to acquire Value Partners Group Inc., a Winnipeg based investment firm that serves clients with complex and sophisticated wealth needs. The acquisition extends Canada Life's wealth management reach and capabilities. The acquisition will be financed with existing resources and is not material to the Company. The transaction is expected to close in the fourth quarter of 2023, subject to regulatory and customary closing conditions (including approval from the Toronto Stock Exchange).

**(d) U.S. Individual Life and Annuity Business Reinsurance Agreement**

On June 1, 2019, Empower sold, via indemnity reinsurance, substantially all of its individual life insurance and annuity business to Protective Life Insurance Company (Protective Life). In connection with that transaction, Empower provided standard indemnities to the buyer. In 2022, Protective Life made claims under those indemnities. Although it is continuing to review the claims, the Company has established a provision in other liabilities for the aggregate potential liability for the claims using available information.

**(e) Debentures and Other Debt Instruments**

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

Great-West Lifeco U.S. LLC, a subsidiary of the Company, made payments of U.S. \$150 on its non-revolving credit facility on March 31, 2023 and June 30, 2023. The remaining drawn balance was \$264 (U.S. \$200) as at June 30, 2023.

4. Business Acquisitions and Other Transactions (cont'd)

**Subsequent Event**

**(f) Strategic Relationship with Sagard Holdings**

On July 6, 2023, Sagard Holdings Inc. (Sagard), a related party, announced that the relationship between the Company and Sagard had expanded, both in terms of the Company's minority interest in Sagard and commitments into certain Sagard strategies. The increase in the minority interest in Sagard is immaterial to the Company and commitment to certain Sagard strategies has increased to approximately U.S. \$700.

**5. Portfolio Investments**

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

	June 30, 2023		December 31, 2022 <sup>1</sup>	
	Carrying value	Fair value	Carrying value	Fair value
<b>Bonds</b>				
FVTPL - designated <sup>2</sup>	\$ 140,651	\$ 140,651	\$ 143,142	\$ 143,142
FVTPL - mandatory	141	141	248	248
FVOCI <sup>2</sup>	11,533	11,533	12,701	12,701
	<b>152,325</b>	<b>152,325</b>	156,091	156,091
<b>Mortgage loans</b>				
FVTPL - designated	28,316	28,316	29,013	29,013
FVTPL - mandatory	3,625	3,625	3,371	3,371
FVOCI	571	571	621	621
Amortized cost	4,417	3,647	4,192	3,577
	<b>36,929</b>	<b>36,159</b>	37,197	36,582
<b>Stocks</b>				
FVTPL - mandatory	14,066	14,066	13,663	13,663
Equity method	727	711	638	610
	<b>14,793</b>	<b>14,777</b>	14,301	14,273
<b>Investment properties</b>	<b>8,210</b>	<b>8,210</b>	8,344	8,344
<b>Total</b>	<b>\$ 212,257</b>	<b>\$ 211,471</b>	<b>\$ 215,933</b>	<b>\$ 215,290</b>

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

<sup>2</sup> An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as FVTPL were overstated by \$544 and bonds classified as FVOCI were understated by \$544.



5. Portfolio Investments (cont'd)

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

For the three months ended June 30, 2023	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 1,696	\$ 352	\$ 138	\$ 131	\$ 5	\$ 2,322
Net realized losses on sale of FVOCI assets	(178)	—	—	—	—	(178)
Gains from derecognized financial assets at amortized cost	—	8	—	—	—	8
Net expected credit loss recovery (charge)	(1)	1	—	—	—	—
Other income and expenses	—	—	—	(53)	(38)	(91)
	<u>1,517</u>	<u>361</u>	<u>138</u>	<u>78</u>	<u>(33)</u>	<u>2,061</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	(2,337)	(392)	—	—	216	(2,513)
Fair value through profit or loss (mandatory)	—	(189)	106	—	—	(83)
Recorded at fair value through profit or loss	—	—	—	(72)	—	(72)
	<u>(2,337)</u>	<u>(581)</u>	<u>106</u>	<u>(72)</u>	<u>216</u>	<u>(2,668)</u>
<b>Total</b>	<u>\$ (820)</u>	<u>\$ (220)</u>	<u>\$ 244</u>	<u>\$ 6</u>	<u>\$ 183</u>	<u>\$ (607)</u>
For the three months ended June 30, 2022 <sup>1</sup>	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 1,443	\$ 311	\$ 103	\$ 112	\$ 150	\$ 2,119
Net realized losses on sale of FVOCI assets	(13)	—	—	—	—	(13)
Net allowances for credit losses	—	(11)	—	—	—	(11)
Other income and expenses	—	—	—	(37)	(58)	(95)
	<u>1,430</u>	<u>300</u>	<u>103</u>	<u>75</u>	<u>92</u>	<u>2,000</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	(10,801)	(934)	—	—	(471)	(12,206)
Fair value through profit or loss (mandatory)	—	(304)	(1,242)	—	—	(1,546)
Recorded at fair value through profit or loss	—	—	—	92	—	92
	<u>(10,801)</u>	<u>(1,238)</u>	<u>(1,242)</u>	<u>92</u>	<u>(471)</u>	<u>(13,660)</u>
<b>Total</b>	<u>\$ (9,371)</u>	<u>\$ (938)</u>	<u>\$ (1,139)</u>	<u>\$ 167</u>	<u>\$ (379)</u>	<u>\$ (11,660)</u>

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

5. Portfolio Investments (cont'd)

For the six months ended June 30, 2023	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 3,276	\$ 697	\$ 244	\$ 251	\$ 81	\$ 4,549
Net realized losses on sale of FVOCI assets	(214)	—	—	—	—	(214)
Gains from derecognized financial assets at amortized cost	—	8	—	—	—	8
Net expected credit loss recovery (charge)	(1)	2	—	—	—	1
Other income and expenses	—	—	—	(99)	(83)	(182)
	<u>3,061</u>	<u>707</u>	<u>244</u>	<u>152</u>	<u>(2)</u>	<u>4,162</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	512	(33)	—	—	341	820
Fair value through profit or loss (mandatory)	—	(100)	396	—	—	296
Recorded at fair value through profit or loss	—	—	—	(212)	—	(212)
	<u>512</u>	<u>(133)</u>	<u>396</u>	<u>(212)</u>	<u>341</u>	<u>904</u>
<b>Total</b>	<b>\$ 3,573</b>	<b>\$ 574</b>	<b>\$ 640</b>	<b>\$ (60)</b>	<b>\$ 339</b>	<b>\$ 5,066</b>
For the six months ended June 30, 2022 <sup>1</sup>	Bonds	Mortgage loans	Stocks	Investment properties	Other	Total
Net investment income:						
Investment income earned	\$ 2,495	\$ 543	\$ 190	\$ 221	\$ 247	\$ 3,696
Net realized losses on sale of FVOCI assets	(25)	—	—	—	—	(25)
Gains on sale of amortized cost assets	—	8	—	—	—	8
Net allowances for credit losses	—	(11)	—	—	—	(11)
Other income and expenses	—	—	—	(76)	(110)	(186)
	<u>2,470</u>	<u>540</u>	<u>190</u>	<u>145</u>	<u>137</u>	<u>3,482</u>
Changes in fair value on fair value through profit or loss assets:						
Fair value through profit or loss (designated)	(20,902)	(2,048)	—	—	(1,052)	(24,002)
Fair value through profit or loss (mandatory)	—	(528)	(834)	—	—	(1,362)
Recorded at fair value through profit or loss	—	—	—	412	—	412
	<u>(20,902)</u>	<u>(2,576)</u>	<u>(834)</u>	<u>412</u>	<u>(1,052)</u>	<u>(24,952)</u>
<b>Total</b>	<b>\$ (18,432)</b>	<b>\$ (2,036)</b>	<b>\$ (644)</b>	<b>\$ 557</b>	<b>\$ (915)</b>	<b>\$ (21,470)</b>

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

5. Portfolio Investments (cont'd)

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

**(c) Net investment result**

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
<b>Investment return</b>				
Net investment income	\$ 2,061	\$ 2,000	\$ 4,162	\$ 3,482
Changes in fair value on FVTPL assets	(2,668)	(13,660)	904	(24,952)
<b>Total investment return</b>	<b>\$ (607)</b>	<b>\$ (11,660)</b>	<b>\$ 5,066</b>	<b>\$ (21,470)</b>
<b>Net finance income (expenses) from insurance contracts</b>				
Changes in fair value of underlying items of direct participating contracts	\$ (94)	\$ 2,595	\$ (1,519)	\$ 4,183
Effects of risk mitigation option	65	59	40	184
Interest accreted	(992)	(711)	(1,722)	(1,258)
Effect of changes in discount rate and other financial assumptions	1,644	7,033	247	14,109
Effect of measuring changes in estimates at current rates and adjusting the CSM at rates on initial recognition	8	37	15	22
<b>Total net finance income (expenses) from insurance contracts</b>	<b>\$ 631</b>	<b>\$ 9,013</b>	<b>\$ (2,939)</b>	<b>\$ 17,240</b>
<b>Net finance income (expense) from reinsurance contracts</b>				
Interest accreted	\$ 78	\$ 97	\$ 83	\$ 198
Other	(84)	(641)	4	(1,195)
<b>Net finance income (expense) from reinsurance contracts</b>	<b>(6)</b>	<b>(544)</b>	<b>87</b>	<b>(997)</b>
Effect of change in non-performance risk of reinsurers	—	—	—	—
<b>Total net finance income (expense) from reinsurance contracts in the Consolidated Statements of Earnings</b>	<b>(6)</b>	<b>(544)</b>	<b>87</b>	<b>(997)</b>
<b>Changes in investment contract liabilities</b>	<b>286</b>	<b>3,775</b>	<b>(1,596)</b>	<b>6,965</b>
	<b>\$ 304</b>	<b>\$ 584</b>	<b>\$ 618</b>	<b>\$ 1,738</b>

## 6. Financial Instruments Risk Management

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

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

### (a) Credit Risk

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

#### Concentration of Credit Risk

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

### (b) Liquidity Risk

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

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

6. Financial Instruments Risk Management (cont'd)

**(c) Market Risk**

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

Caution Related to Risk Sensitivities

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

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

**(i) Currency Risk**

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

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

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

**(ii) Interest Rate Risk**

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

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

6. Financial Instruments Risk Management (cont'd)

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

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

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

The impact to net earnings from an immediate parallel 50 basis point increase or decrease in interest rates is illustrated in the table below, rounded to the nearest \$25:

**Change in market yield curves**

	Net Earnings	
	Increase 50 basis points interest rates	Decrease 50 basis points interest rates
<b>June 30, 2023</b>	\$ 100	\$ (150)
December 31, 2022	75	(125)

Actual impacts of interest rate changes will vary depending upon the geography where the changes occur. Net earnings are positively impacted by a parallel increase in interest rates in Canada and the U.K., and are positively impacted by a parallel decrease in interest rates in the eurozone. Actual impacts of interest rate changes also vary by the level of change in interest rates by term. Therefore, actual impacts from interest rate changes may differ from the estimated impact of parallel movements in all geographies, which is presented above.

The potential impact on shareholders' net earnings of the Company does not take into account any future potential changes to the Company's ultimate investment rate (UIR) assumptions. As at both June 30, 2023 and December 31, 2022, the sensitivity of shareholders' net earnings of the Company to a 10 basis point increase or decrease in the UIR in all geographies would be an increase of \$25 or a decrease of \$25 post-tax, respectively.

6. Financial Instruments Risk Management (cont'd)

(iii) Equity Risk

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

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

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

The following table provides information on the expected impacts of an immediate 10% or 20% increase or decrease in the value of publicly traded common stocks on the shareholders' net earnings, rounded to the nearest \$25:

**Change in publicly traded common stock values**

	Net Earnings			
	20% increase	10% increase	10% decrease	20% decrease
<b>June 30, 2023</b>	\$ 225	\$ 125	\$ (125)	\$ (250)
December 31, 2022	200	100	(125)	(225)

The following table provides information on the expected impacts of an immediate 5% or 10% increase or decrease in the value of other non-fixed income assets on the shareholders' net earnings, rounded to the nearest \$25:

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

	Net Earnings			
	10% increase	5% increase	5% decrease	10% decrease
<b>June 30, 2023</b>	\$ 375	\$ 200	\$ (200)	\$ (400)
December 31, 2022	400	200	(200)	(425)

## 7. Fair Value Measurement

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

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

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

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



7. Fair Value Measurement (cont'd)

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

Assets measured at fair value	June 30, 2023			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	\$ 7,171	\$ —	\$ —	\$ 7,171
Financial assets at fair value through profit or loss				
Bonds	—	140,556	236	140,792
Mortgage loans	—	28,316	3,625	31,941
Stocks	10,586	183	3,297	14,066
Total financial assets at fair value through profit or loss	10,586	169,055	7,158	186,799
Financial assets at fair value through other comprehensive income				
Bonds	—	11,533	—	11,533
Mortgage loans	—	571	—	571
Total financial assets at fair value through other comprehensive income	—	12,104	—	12,104
Investment properties	—	—	8,210	8,210
Derivatives <sup>1</sup>	—	2,361	—	2,361
Assets held for sale <sup>2</sup>	491	1,074	880	2,445
Other assets:				
Trading account assets	251	1,667	—	1,918
Other <sup>3</sup>	—	336	—	336
<b>Total assets measured at fair value</b>	<b>\$ 18,499</b>	<b>\$ 186,597</b>	<b>\$ 16,248</b>	<b>\$ 221,344</b>
<b>Liabilities measured at fair value</b>				
Derivatives <sup>4</sup>	\$ 11	\$ 1,336	\$ —	\$ 1,347
Investment contract liabilities	—	89,777	—	89,777
Other liabilities	—	336	—	336
<b>Total liabilities measured at fair value</b>	<b>\$ 11</b>	<b>\$ 91,449</b>	<b>\$ —</b>	<b>\$ 91,460</b>

<sup>1</sup> Excludes collateral received from counterparties of \$1,328.

<sup>2</sup> Assets held for sale measured at fair value includes cash of \$258, stocks of \$97 and trading account assets of \$2,090.

<sup>3</sup> Includes collateral received under securities lending arrangements.

<sup>4</sup> Excludes collateral pledged to counterparties of \$257.

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

7. Fair Value Measurement (cont'd)

Assets measured at fair value	December 31, 2022 <sup>1</sup>			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	\$ 7,290	\$ —	\$ —	\$ 7,290
Financial assets at fair value through profit or loss				
Bonds <sup>2</sup>	—	143,195	195	143,390
Mortgage loans	—	29,013	3,371	32,384
Stocks	10,548	86	3,029	13,663
Total financial assets at fair value through profit or loss	10,548	172,294	6,595	189,437
Financial assets at fair value through other comprehensive income				
Bonds <sup>2</sup>	—	12,701	—	12,701
Mortgage loans	—	621	—	621
Total financial assets at fair value through other comprehensive income	—	13,322	—	13,322
Investment properties	—	—	8,344	8,344
Derivatives <sup>3</sup>	13	2,301	—	2,314
Other assets:				
Trading account assets	309	1,723	940	2,972
Other <sup>4</sup>	11	180	—	191
Total assets measured at fair value	\$ 18,171	\$ 189,820	\$ 15,879	\$ 223,870
Liabilities measured at fair value				
Derivatives <sup>5</sup>	\$ —	\$ 1,639	\$ —	\$ 1,639
Investment contract liabilities	—	94,810	—	94,810
Other liabilities	11	180	—	191
Total liabilities measured at fair value	\$ 11	\$ 96,629	\$ —	\$ 96,640

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

<sup>2</sup> An immaterial classification item was corrected related to certain comparative figures from those disclosed in the March 31, 2023 interim unaudited financial statements regarding the fair value classification of certain bond investments upon the adoption of IFRS 9. Bonds classified as FVTPL were overstated by \$544 and bonds classified as FVOCI were understated by \$544.

<sup>3</sup> Excludes collateral received from counterparties of \$1,348.

<sup>4</sup> Includes collateral received under securities lending arrangements.

<sup>5</sup> Excludes collateral pledged to counterparties of \$532.

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

7. Fair Value Measurement (cont'd)

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

	June 30, 2023						
	Fair value through profit or loss bonds	Fair value through profit or loss mortgage loans	Fair value through profit or loss stocks <sup>4</sup>	Investment properties	Trading account assets	Assets held for sale	Total Level 3 assets
<b>Balance, beginning of year</b>	\$ 195	\$ 3,371	\$ 3,029	\$ 8,344	\$ 940	\$ —	\$ 15,879
Total gains (losses)							
Included in net earnings	3	(62)	35	(212)	(12)	1	(247)
Included in other comprehensive income <sup>1</sup>	—	45	(21)	24	—	(21)	27
Purchases	44	—	314	146	23	—	527
Issues	—	336	—	—	—	—	336
Sales	(6)	—	(60)	(92)	—	(51)	(209)
Settlements	—	(65)	—	—	—	—	(65)
Other <sup>2</sup>	—	—	—	—	(951)	951	—
Transfers into Level 3 <sup>3</sup>	—	—	—	—	—	—	—
Transfers out of Level 3 <sup>3</sup>	—	—	—	—	—	—	—
<b>Balance, end of period</b>	<b>\$ 236</b>	<b>\$ 3,625</b>	<b>\$ 3,297</b>	<b>\$ 8,210</b>	<b>\$ —</b>	<b>\$ 880</b>	<b>\$ 16,248</b>
<b>Total gains (losses) for the period included in net investment income</b>	<b>\$ 3</b>	<b>\$ (62)</b>	<b>\$ 35</b>	<b>\$ (212)</b>	<b>\$ (12)</b>	<b>\$ 1</b>	<b>\$ (247)</b>
<b>Change in unrealized gains (losses) for the period included in earnings for assets held at June 30, 2023</b>	<b>\$ 3</b>	<b>\$ (62)</b>	<b>\$ 35</b>	<b>\$ (210)</b>	<b>\$ —</b>	<b>\$ 1</b>	<b>\$ (233)</b>

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

<sup>2</sup> Represents amounts reclassified to assets held for sale as a result of the agreement to sell Putnam Investments (note 4).

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

<sup>4</sup> Includes investments in mutual and segregated funds where there are redemption restrictions. The fair value is based on observable, quoted prices.

7. Fair Value Measurement (cont'd)

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

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

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

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

7. Fair Value Measurement (cont'd)

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

Type of asset	Valuation approach	Significant unobservable input	Input value	Inter-relationship between key unobservable inputs and fair value measurement
Investment properties	Investment property valuations are generally determined using property valuation models based on expected capitalization rates and models that discount expected future net cash flows. The determination of the fair value of investment property requires the use of estimates such as future cash flows (such as future leasing assumptions, rental rates, capital and operating expenditures) and discount, reversionary and overall capitalization rates applicable to the asset based on current market rates.	Discount rate  Reversionary rate  Vacancy rate	Range of 4.0% - 15.9%  Range of 4.0% - 7.8%  Weighted average of 4.2%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.  A decrease in the reversionary rate would result in an increase in fair value. An increase in the reversionary rate would result in a decrease in fair value.  A decrease in the expected vacancy rate would generally result in an increase in fair value. An increase in the expected vacancy rate would generally result in a decrease in fair value.
Mortgage loans - equity release mortgages (fair value through profit or loss)	The valuation approach for equity release mortgages is to use an internal valuation model to determine the projected asset cash flows, including the stochastically calculated cost of the no negative equity guarantee for each individual loan, to aggregate these across all loans and to discount those cash flows back to the valuation date. The projection is done monthly until expected redemption of the loan either voluntarily or on the death/entering into long term care of the loanholders.	Discount rate	Range of 5.1% - 7.6%	A decrease in the discount rate would result in an increase in fair value. An increase in the discount rate would result in a decrease in fair value.
Stocks	The determination of the fair value of stocks requires the use of estimates such as future cash flows, discount rates, projected earnings multiples, or recent transactions.	Discount rate	Various	A decrease in the discount rate would result in an increase in fair value.  An increase in the discount rate would result in a decrease in fair value.

## 8. Insurance Revenue

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
<b>Contracts not measured under the PAA</b>				
Amounts relating to changes in liabilities for remaining coverage				
Experience adjustments	\$ (47)	\$ (40)	\$ (61)	\$ (93)
CSM recognized for services provided	316	301	623	583
Change in risk adjustment for non-financial risk for risk expired	152	159	301	324
Expected incurred claims and other insurance service expenses	2,293	2,204	4,536	4,488
Recovery of insurance acquisition cash flows	138	107	276	211
	<b>\$ 2,852</b>	<b>\$ 2,731</b>	<b>\$ 5,675</b>	<b>\$ 5,513</b>
<b>Contracts measured under the PAA</b>	<b>2,229</b>	<b>2,031</b>	<b>4,443</b>	<b>4,029</b>
<b>Total insurance revenue</b>	<b>\$ 5,081</b>	<b>\$ 4,762</b>	<b>\$ 10,118</b>	<b>\$ 9,542</b>

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

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
Claims and benefits incurred	\$ 3,477	\$ 3,024	\$ 6,923	\$ 6,284
Allocation of premium directly to recovery of insurance acquisition cash flows	175	166	348	329
Adjustments to the liability for incurred claims	(104)	(106)	(190)	(236)
Losses and reversal of losses on onerous insurance contracts	10	17	24	22
Salaries and other employee benefits	1,074	1,027	2,204	1,987
General and administrative	486	454	878	725
Interest expense on leases	2	3	5	6
Depreciation of fixed assets	20	26	42	50
Depreciation of right-of-use assets	12	15	27	28
Commissions	382	387	797	794
<b>Total expenses</b>	<b>5,534</b>	<b>5,013</b>	<b>11,058</b>	<b>9,989</b>
<b>Represented by:</b>				
Insurance service expenses	\$ 3,963	\$ 3,545	\$ 7,958	\$ 7,282
Other operating and administrative expenses	1,571	1,468	3,100	2,707
<b>Total expenses</b>	<b>\$ 5,534</b>	<b>\$ 5,013</b>	<b>\$ 11,058</b>	<b>\$ 9,989</b>

## 10. Insurance Contracts

### (a) Analysis by remaining coverage and incurred claims

Insurance Contracts

June 30, 2023

	Liability for remaining coverage		Liability for incurred claims			Asset for acquisition cash flows <sup>3</sup>	Total
	Excluding loss component	Loss component	Contracts not under PAA	Contracts under PAA			
				Estimates of present value of future cash flows	Risk adjustment for non-financial risk		
Opening assets	\$ (1,275)	\$ 2	\$ 197	\$ (64)	\$ —	\$ —	\$ (1,140)
Opening liabilities	118,505	199	3,366	12,994	545	(171)	135,438
Opening liabilities on account of segregated fund policyholders <sup>3</sup>	57,841	—	—	—	—	—	57,841
<b>Net opening balance</b>	<b>\$ 175,071</b>	<b>\$ 201</b>	<b>\$ 3,563</b>	<b>\$ 12,930</b>	<b>\$ 545</b>	<b>\$ (171)</b>	<b>\$ 192,139</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>							
Insurance revenue	\$ (10,118)	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (10,118)
Insurance service expenses							
Incurred claims and other insurance service expenses	—	(10)	4,624	3,093	69	—	7,776
Amortization of insurance acquisition cash flows	348	—	—	—	—	—	348
Losses and reversal of losses on onerous contracts	—	24	—	—	—	—	24
Adjustments to liabilities for incurred claims	—	—	(3)	(104)	(83)	—	(190)
	348	14	4,621	2,989	(14)	—	7,958
Investment components	(5,024)	—	3,613	1,411	—	—	—
Total changes in insurance service result	(14,794)	14	8,234	4,400	(14)	—	(2,160)
Net finance expenses from insurance contracts	3,819	4	2,416	191	9	—	6,439
Effect of movement in exchange rates <sup>3</sup>	(455)	—	(7)	49	2	—	(411)
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ (11,430)</b>	<b>\$ 18</b>	<b>\$ 10,643</b>	<b>\$ 4,640</b>	<b>\$ (3)</b>	<b>\$ —</b>	<b>\$ 3,868</b>
<b>Cash flows</b>							
Premiums received	\$ 14,723	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 14,723
Incurred claims paid and other insurance service expenses paid	(29)	—	(10,597)	(4,427)	—	—	(15,053)
Insurance acquisition cash flows	(442)	—	—	—	—	—	(442)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(16)	—	—	—	—	—	(16)
Other cash flows <sup>1</sup>	211	—	—	—	—	—	211
<b>Total cash flows</b>	<b>\$ 14,447</b>	<b>\$ —</b>	<b>\$ (10,597)</b>	<b>\$ (4,427)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (577)</b>
<b>Asset for acquisition cash flows<sup>3</sup></b>							
Insurance acquisition cash flows paid in the period	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (19)	\$ (19)
Insurance acquisition cash flows allocated to groups of insurance contracts recognized in the period	—	—	—	—	—	16	16
<b>Total changes in asset for acquisition cash flows</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (3)</b>	<b>\$ (3)</b>
Other movements <sup>2</sup>	(523)	—	—	—	—	—	(523)
<b>Net closing balance</b>	<b>\$ 177,565</b>	<b>\$ 219</b>	<b>\$ 3,609</b>	<b>\$ 13,143</b>	<b>\$ 542</b>	<b>\$ (174)</b>	<b>\$ 194,904</b>
Recorded in:							
Closing assets	\$ (1,873)	\$ 2	\$ 785	\$ (4)	\$ —	\$ —	\$ (1,090)
Closing liabilities	120,218	217	2,824	13,147	542	(174)	136,774
Closing liabilities on account of segregated fund policyholders <sup>3</sup>	59,220	—	—	—	—	—	59,220
<b>Net closing balance</b>	<b>\$ 177,565</b>	<b>\$ 219</b>	<b>\$ 3,609</b>	<b>\$ 13,143</b>	<b>\$ 542</b>	<b>\$ (174)</b>	<b>\$ 194,904</b>

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

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

<sup>3</sup> The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim financial statements to include the asset for acquisition cash flows, to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the effect of movement in exchange rates separately from net finance expenses from insurance contracts.

10. Insurance Contracts (cont'd)

Insurance Contracts

December 31, 2022

	Liability for remaining coverage		Liability for incurred claims				Asset for acquisition cash flows <sup>4</sup>	Total
	Excluding loss component	Loss component	Contracts under PAA					
			Contracts not under PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk			
Opening assets	\$ (2,125)	\$ —	\$ 730	\$ (138)	\$ —	\$ —	\$ (1,533)	
Opening liabilities	140,178	181	2,963	14,155	595	(162)	157,910	
Opening liabilities on account of segregated fund policyholders <sup>4</sup>	65,253	—	—	—	—	—	65,253	
Net opening balance	\$ 203,306	\$ 181	\$ 3,693	\$ 14,017	\$ 595	\$ (162)	\$ 221,630	
Changes in the Consolidated Statements of Earnings and Comprehensive Income								
Insurance revenue	\$ (19,638)	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (19,638)	
Insurance service expenses								
Incurred claims and other insurance service expenses	—	(26)	8,848	5,668	344	—	14,834	
Amortization of insurance acquisition cash flows	635	—	—	—	—	—	635	
Losses and reversal of losses on onerous contracts	—	61	—	—	—	—	61	
Adjustments to liabilities for incurred claims	—	—	(66)	105	(299)	—	(260)	
	635	35	8,782	5,773	45	—	15,270	
Investment components	(9,018)	—	6,072	2,946	—	—	—	
Total changes in insurance service result	(28,021)	35	14,854	8,719	45	—	(4,368)	
Net finance expenses from insurance contracts	(27,956)	(16)	4,370	(1,359)	(88)	—	(25,049)	
Effect of movement in exchange rates <sup>4</sup>	127	1	27	(139)	(7)	—	9	
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	\$ (55,850)	\$ 20	\$ 19,251	\$ 7,221	\$ (50)	\$ —	\$ (29,408)	
Cash flows								
Premiums received	\$ 30,510	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 30,510	
Incurred claims paid and other insurance service expenses paid	(55)	—	(19,362)	(8,280)	—	—	(27,697)	
Insurance acquisition cash flows	(832)	—	—	—	—	—	(832)	
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	(98)	—	—	—	—	—	(98)	
Other cash flows <sup>1</sup>	898	—	—	—	—	—	898	
Total cash flows	\$ 30,423	\$ —	\$ (19,362)	\$ (8,280)	\$ —	\$ —	\$ 2,781	
Asset for acquisition cash flows <sup>4</sup>								
Insurance acquisition cash flows paid in the period	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (107)	\$ (107)	
Insurance acquisition cash flows allocated to groups of insurance contracts recognized in the period	—	—	—	—	—	98	98	
Total changes in asset for acquisition cash flows	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (9)	\$ (9)	
Other movements <sup>2</sup>	(2,982)	—	(19)	(28)	—	—	(3,029)	
Impact of acquisitions/dispositions <sup>3</sup>	174	—	—	—	—	—	174	
Net closing balance	\$ 175,071	\$ 201	\$ 3,563	\$ 12,930	\$ 545	\$ (171)	\$ 192,139	
Recorded in:								
Closing assets	\$ (1,275)	\$ 2	\$ 197	\$ (64)	\$ —	\$ —	\$ (1,140)	
Closing liabilities	118,505	199	3,366	12,994	545	(171)	135,438	
Closing liabilities on account of segregated fund policyholders <sup>4</sup>	57,841	—	—	—	—	—	57,841	
Net closing balance	\$ 175,071	\$ 201	\$ 3,563	\$ 12,930	\$ 545	\$ (171)	\$ 192,139	

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

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

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

<sup>4</sup> The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim financial statements to include the asset for acquisition cash flows, to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the effect of movement in exchange rates separately from net finance expenses from insurance contracts.



10. Insurance Contracts (cont'd)

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

Insurance Contracts	June 30, 2023			
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	CSM	Total
Opening assets	\$ (4,271)	\$ 515	\$ 2,773	\$ (983)
Opening liabilities	105,278	6,036	11,361	122,675
Opening liabilities on account of segregated fund policyholders <sup>3</sup>	57,841	—	—	57,841
<b>Net opening balance</b>	<b>\$ 158,848</b>	<b>\$ 6,551</b>	<b>\$ 14,134</b>	<b>\$ 179,533</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>				
Changes that relate to current service				
CSM recognized for services provided	\$ —	\$ —	\$ (623)	\$ (623)
Change in risk adjustment for non-financial risk for risk expired	—	(301)	—	(301)
Experience adjustments	138	—	—	138
Changes that relate to future service				
Contracts initially recognized in the period	(433)	145	292	4
Changes in estimates that adjust the CSM	(109)	18	92	1
Changes in estimates that result in losses and reversal of losses on onerous contracts	15	7	—	22
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(3)	—	—	(3)
Total changes in insurance service result	(392)	(131)	(239)	(762)
Net finance expenses from insurance contracts <sup>3</sup>	5,955	209	75	6,239
Effect of movement in exchanges rates	(507)	7	33	(467)
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ 5,056</b>	<b>\$ 85</b>	<b>\$ (131)</b>	<b>\$ 5,010</b>
<b>Cash flows</b>				
Premiums received	\$ 8,778	\$ —	\$ —	\$ 8,778
Incurred claims paid and other insurance service expenses paid	(10,624)	—	—	(10,624)
Insurance acquisition cash flows	(385)	—	—	(385)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	—	—	—	—
Other cash flows <sup>1</sup>	365	—	—	365
<b>Total cash flows</b>	<b>\$ (1,866)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (1,866)</b>
Other movements <sup>2</sup>	(523)	—	—	(523)
<b>Net closing balance</b>	<b>\$ 161,515</b>	<b>\$ 6,636</b>	<b>\$ 14,003</b>	<b>\$ 182,154</b>
Recorded in:				
Closing assets	\$ (6,339)	\$ 1,454	\$ 3,883	\$ (1,002)
Closing liabilities	108,634	5,182	10,120	123,936
Closing liabilities on account of segregated fund policyholders <sup>3</sup>	59,220	—	—	59,220
<b>Net closing balance</b>	<b>\$ 161,515</b>	<b>\$ 6,636</b>	<b>\$ 14,003</b>	<b>\$ 182,154</b>

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

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

<sup>3</sup> The analysis by measurement component for insurance contracts not measured under PAA table has been revised for the June 30, 2023 interim financial statements to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the change in fair value of underlying items within net finance expenses from insurance contracts.

10. Insurance Contracts (cont'd)

Insurance Contracts	December 31, 2022			
	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	CSM	Total
Opening assets	\$ (7,289)	\$ 2,376	\$ 3,609	\$ (1,304)
Opening liabilities	127,643	7,067	9,447	144,157
Opening liabilities on account of segregated fund policyholders <sup>4</sup>	65,253	—	—	65,253
Net opening balance	<u>\$ 185,607</u>	<u>\$ 9,443</u>	<u>\$ 13,056</u>	<u>\$ 208,106</u>
Changes in the Consolidated Statements of Earnings and Comprehensive Income				
Changes that relate to current service				
CSM recognized for services provided	\$ —	\$ —	\$ (1,169)	\$ (1,169)
Change in risk adjustment for non-financial risk for risk expired	—	(638)	—	(638)
Experience adjustments	140	1	—	141
Changes that relate to future service				
Contracts initially recognized in the year	(1,138)	385	766	13
Changes in estimates that adjust the CSM	(958)	(112)	1,069	(1)
Changes in estimates that result in losses and reversal of losses on onerous contracts	21	21	—	42
Changes that relate to past service				
Adjustment to liabilities for incurred claims	(68)	1	—	(67)
Total changes in insurance service result	<u>(2,003)</u>	<u>(342)</u>	<u>666</u>	<u>(1,679)</u>
Net finance expenses from insurance contracts <sup>4</sup>	(21,211)	(2,497)	116	(23,592)
Effect of movement in exchanges rates	254	(83)	2	173
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	<u>\$ (22,960)</u>	<u>\$ (2,922)</u>	<u>\$ 784</u>	<u>\$ (25,098)</u>
Cash flows				
Premiums received	\$ 18,672	\$ —	\$ —	\$ 18,672
Incurred claims paid and other insurance service expenses paid	(19,417)	—	—	(19,417)
Insurance acquisition cash flows	(746)	—	—	(746)
Insurance acquisition cash flows transferred from the asset for insurance acquisition cash flows at initial recognition	—	—	—	—
Fee transfers from the segregated fund	(52)	—	—	(52)
Other cash flows <sup>1</sup>	936	—	—	936
Total cash flows	<u>\$ (607)</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ (607)</u>
Other movements <sup>2</sup>	(3,042)	—	—	(3,042)
Impact of acquisitions/dispositions <sup>3</sup>	(150)	30	294	174
Net closing balance	<u>\$ 158,848</u>	<u>\$ 6,551</u>	<u>\$ 14,134</u>	<u>\$ 179,533</u>
Recorded in:				
Closing assets	\$ (4,271)	\$ 515	\$ 2,773	\$ (983)
Closing liabilities	105,278	6,036	11,361	122,675
Closing liabilities on account of segregated fund policyholders <sup>4</sup>	57,841	—	—	57,841
Net closing balance	<u>\$ 158,848</u>	<u>\$ 6,551</u>	<u>\$ 14,134</u>	<u>\$ 179,533</u>

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

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

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

<sup>4</sup> The analysis by measurement component for insurance contracts not measured under PAA table has been revised for the June 30, 2023 interim financial statements to present opening and closing liabilities on account of segregated fund policyholders separately from opening and closing liabilities, and to present the change in fair value of underlying items within net finance expenses from insurance contracts.

10. Insurance Contracts (cont'd)

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

Insurance Contracts	June 30, 2023		
	Profitable contracts issued	Onerous contracts issued	Total
Insurance acquisition cash flows	\$ 180	\$ 25	\$ 205
Claims and other insurance service expenses payable	4,504	48	4,552
Estimates of present value of cash outflows	4,684	73	4,757
Estimates of present value of cash inflows	(5,114)	(76)	(5,190)
Risk adjustment for non-financial risk	134	11	145
CSM	294	(2)	292
<b>Total losses (gains) recognized on initial recognition</b>	<b>\$ (2)</b>	<b>\$ 6</b>	<b>\$ 4</b>

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

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

**(d) Expected remaining CSM recognition**

	Insurance Contracts							Total
	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	
<b>June 30, 2023</b>	\$ 1,137	\$ 1,052	\$ 974	\$ 901	\$ 833	\$ 3,309	\$ 5,797	\$ 14,003
December 31, 2022 <sup>1</sup>	1,139	1,060	972	899	832	3,336	5,896	14,134

<sup>1</sup> The Company has reclassified certain comparative figures to conform to the current period's presentation.

**(e) Expected derecognition of the asset for insurance acquisition cash flows**

	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	Total
	<b>June 30, 2023</b>	\$ 30	\$ 28	\$ 26	\$ 23	\$ 20	\$ 47	
December 31, 2022	29	27	25	23	21	46	—	171

10. Insurance Contracts (cont'd)

**(f) Insurance risk**

The earnings and CSM sensitivities illustrated in the table below represent impacts as at December 31, 2022 under the Company's current accounting policies as at June 30, 2023, including accounting for insurance contracts under IFRS 17. The Company's insurance risk sensitivities at June 30, 2023 have not changed significantly from the amounts disclosed in the table below.

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

These sensitivities reflect the impact on earnings and CSM of an immediate change in assumptions on the value of insurance contract liabilities. The impact on shareholders' equity equals the net earnings impact.

Most assumption changes directly impact CSM under IFRS 17, rather than earnings. For products measured under the GMM, there is a second-order impact, which captures the difference between the assumption change impact measured at prevailing discount rates and the impact under locked-in discount rates. Most locked-in rates for the calculation of CSM impacts were struck at January 1, 2022 for the in-force portfolio. Given the significant rise in interest rates in 2022, the prevailing discount rates now differ significantly from the lock-in discount rates. Therefore under current market conditions, an assumption change which strengthens liabilities will be measured at lower interest rates in the CSM than prevailing rates, leading to a liability strengthening offset by CSM reduction and an increase to earnings due to the interest rate effects.

The CSM outlined above is presented net of reinsurance held.

**(g) Policyholder loans and funds withheld**

Included in the insurance contract balances are policyholder loans of \$8,947 and funds withheld on reinsurance contracts issued by the Company of \$4,056 (\$8,999 and \$4,105 respectively as at December 31, 2022).

## 11. Reinsurance Contracts Held

### (a) Analysis by remaining coverage and incurred claims

Reinsurance Contracts Held	June 30, 2023					
	Asset for remaining coverage		Asset for incurred claims			Total
	Excluding loss recovery component	Loss recovery component	Contracts not under the PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	
Opening assets	\$ 16,212	\$ 76	\$ 952	\$ 320	\$ 11	\$ 17,571
Opening liabilities	(760)	—	223	—	—	(537)
<b>Net opening balance</b>	<b>\$ 15,452</b>	<b>\$ 76</b>	<b>\$ 1,175</b>	<b>\$ 320</b>	<b>\$ 11</b>	<b>\$ 17,034</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>						
Net expenses from reinsurance contracts	\$ (1,820)	\$ 8	\$ 665	\$ 389	\$ 1	\$ (757)
Investment components	(55)	—	55	—	—	—
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>3</sup>	73	1	14	(1)	—	87
Effect of movement in exchanges rates <sup>3</sup>	(280)	—	5	2	—	(273)
Effect of changes in non-performance risk of reinsurers	—	—	—	—	—	—
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ (2,082)</b>	<b>\$ 9</b>	<b>\$ 739</b>	<b>\$ 390</b>	<b>\$ 1</b>	<b>\$ (943)</b>
<b>Cash flows</b>						
Premiums paid	\$ 1,573	\$ —	\$ —	\$ —	\$ —	\$ 1,573
Incurred claims received and other insurance service amounts received	—	—	(544)	(469)	—	(1,013)
Other cash flows <sup>1</sup>	25	—	—	—	—	25
<b>Total cash flows</b>	<b>\$ 1,598</b>	<b>\$ —</b>	<b>\$ (544)</b>	<b>\$ (469)</b>	<b>\$ —</b>	<b>\$ 585</b>
Other movements <sup>2</sup>	(523)	—	—	—	—	(523)
<b>Net closing balance<sup>4</sup></b>	<b>\$ 14,445</b>	<b>\$ 85</b>	<b>\$ 1,370</b>	<b>\$ 241</b>	<b>\$ 12</b>	<b>\$ 16,153</b>
Recorded in:						
Closing assets	\$ 15,354	\$ 82	\$ 1,089	\$ 241	\$ 12	\$ 16,778
Closing liabilities	(909)	3	281	—	—	(625)
<b>Net closing balance<sup>4</sup></b>	<b>\$ 14,445</b>	<b>\$ 85</b>	<b>\$ 1,370</b>	<b>\$ 241</b>	<b>\$ 12</b>	<b>\$ 16,153</b>

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

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

<sup>3</sup> The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim financial statements to present the effect of movement in exchange rates separately from net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

<sup>4</sup> Included in the reinsurance contracts held amounts are funds withheld by the Company under reinsurance contracts of \$1,039.

11. Reinsurance Contracts Held (cont'd)

Reinsurance Contracts Held	December 31, 2022					
	Asset for remaining coverage			Asset for incurred claims		
	Excluding loss recovery component	Loss recovery component	Contracts not under the PAA	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	Total
Opening assets	\$ 20,425	\$ 65	\$ 1,003	\$ 342	\$ 8	\$ 21,843
Opening liabilities	(1,314)	—	24	—	—	(1,290)
Net opening balance	\$ 19,111	\$ 65	\$ 1,027	\$ 342	\$ 8	\$ 20,553
Changes in the Consolidated Statements of Earnings and Comprehensive Income						
Net expenses from reinsurance contracts	\$ (3,536)	\$ 17	\$ 1,196	\$ 788	\$ 6	\$ (1,529)
Investment components	(63)	—	63	—	—	—
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>3</sup>	(1,169)	(6)	(50)	(12)	(3)	(1,240)
Effect of movement in exchanges rates <sup>3</sup>	737	—	5	(3)	—	739
Effect of changes in non-performance risk of reinsurers	—	—	—	—	—	—
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	\$ (4,031)	\$ 11	\$ 1,214	\$ 773	\$ 3	\$ (2,030)
Cash flows						
Premiums paid	\$ 3,295	\$ —	\$ —	\$ —	\$ —	\$ 3,295
Incurred claims received and other insurance service amounts received	—	—	(1,034)	(794)	—	(1,828)
Other cash flows <sup>1</sup>	29	—	—	—	—	29
Total cash flows	\$ 3,324	\$ —	\$ (1,034)	\$ (794)	\$ —	\$ 1,496
Other movements <sup>2</sup>	(2,952)	—	(32)	(1)	—	(2,985)
Net closing balance <sup>4</sup>	\$ 15,452	\$ 76	\$ 1,175	\$ 320	\$ 11	\$ 17,034
Recorded in:						
Closing assets	\$ 16,212	\$ 76	\$ 952	\$ 320	\$ 11	\$ 17,571
Closing liabilities	(760)	—	223	—	—	(537)
Net closing balance <sup>4</sup>	\$ 15,452	\$ 76	\$ 1,175	\$ 320	\$ 11	\$ 17,034

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

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

<sup>3</sup> The analysis by remaining coverage and incurred claims table has been revised for the June 30, 2023 interim financial statements to present the effect of movement in exchange rates separately from net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

<sup>4</sup> Included in the reinsurance contracts held amounts are funds withheld by the Company under reinsurance contracts of \$1,039.

11. Reinsurance Contracts Held (cont'd)

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

Reinsurance Contracts Held	June 30, 2023			
	Estimates of present value of future cash flows	Risk adjustment for non-financial risk	CSM	Total
Opening assets	\$ 15,791	\$ 1,062	\$ 514	\$ 17,367
Opening liabilities	(1,458)	429	497	(532)
<b>Net opening balance</b>	<b>\$ 14,333</b>	<b>\$ 1,491</b>	<b>\$ 1,011</b>	<b>\$ 16,835</b>
<b>Changes in the Consolidated Statements of Earnings and Comprehensive Income</b>				
Changes that relate to current service				
CSM recognized for services received	\$ —	\$ —	\$ (48)	\$ (48)
Change in risk adjustment for non-financial risk for risk expired	—	(72)	—	(72)
Experience adjustments	21	—	—	21
Changes that relate to future service				
Contracts initially recognized in the period	(40)	39	4	3
Changes in estimates that adjust the CSM	34	3	(37)	—
Changes in estimates that result in losses and reversal of losses on onerous contacts	4	5	—	9
Changes that relate to past service				
Changes to incurred claims component	—	—	—	—
Changes in amounts recoverable arising from changes in liability for incurred claims	5	—	—	5
Experience adjustments relating to past service	—	—	—	—
Net expenses from reinsurance contracts	24	(25)	(81)	(82)
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>3</sup>	(4)	79	16	91
Effect of movement in exchanges rates <sup>3</sup>	(279)	2	(1)	(278)
Effect of changes in non-performance risk of reinsurers	—	—	—	—
<b>Total changes in the Consolidated Statements of Earnings and Comprehensive Income</b>	<b>\$ (259)</b>	<b>\$ 56</b>	<b>\$ (66)</b>	<b>\$ (269)</b>
<b>Cash flows</b>				
Premiums paid	\$ 563	\$ —	\$ —	\$ 563
Incurred claims received and other insurance service amounts received	(544)	—	—	(544)
Other cash flows <sup>1</sup>	25	—	—	25
<b>Total cash flows</b>	<b>\$ 44</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 44</b>
Other movements <sup>2</sup>	(523)	—	—	(523)
<b>Net closing balance</b>	<b>\$ 13,595</b>	<b>\$ 1,547</b>	<b>\$ 945</b>	<b>\$ 16,087</b>
Recorded in:				
Closing assets	\$ 14,996	\$ 1,167	\$ 496	\$ 16,659
Closing liabilities	(1,401)	380	449	(572)
<b>Net closing balance</b>	<b>\$ 13,595</b>	<b>\$ 1,547</b>	<b>\$ 945</b>	<b>\$ 16,087</b>

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

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

<sup>3</sup> The analysis by measurement component for insurance contracts held not measured under PAA table has been revised for the June 30, 2023 interim financial statements to present the effect of movement in exchange rates separately from net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.

11. Reinsurance Contracts Held (cont'd)

Reinsurance Contracts Held	December 31, 2022			
	Estimates of present value of future cash flows	Risk adjustment for non- financial risk	CSM	Total
Opening assets	\$ 19,427	\$ 1,496	\$ 705	\$ 21,628
Opening liabilities	(2,123)	472	371	(1,280)
Net opening balance	<u>\$ 17,304</u>	<u>\$ 1,968</u>	<u>\$ 1,076</u>	<u>\$ 20,348</u>
Changes in the Consolidated Statements of Earnings and Comprehensive Income				
Changes that relate to current service				
CSM recognized for services received	\$ —	\$ —	\$ (95)	\$ (95)
Change in risk adjustment for non-financial risk for risk expired	—	(153)	—	(153)
Experience adjustments	(54)	—	—	(54)
Changes that relate to future service				
Contracts initially recognized in the year	(113)	74	53	14
Changes in estimates that adjust the CSM	(39)	72	(44)	(11)
Changes in estimates that result in losses and reversal of losses on onerous contracts	5	11	—	16
Changes that relate to past service				
Changes to incurred claims component	—	—	—	—
Changes in amounts recoverable arising from changes in liability for incurred claims	18	1	—	19
Experience adjustments relating to past service	—	—	—	—
Net expenses from reinsurance contracts	<u>(183)</u>	<u>5</u>	<u>(86)</u>	<u>(264)</u>
Net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers <sup>3</sup>	(787)	(472)	27	(1,232)
Effect of movement in exchange rates <sup>3</sup>	759	(10)	(6)	743
Effect of changes in non-performance risk of reinsurers	—	—	—	—
Total changes in the Consolidated Statements of Earnings and Comprehensive Income	<u>\$ (211)</u>	<u>\$ (477)</u>	<u>\$ (65)</u>	<u>\$ (753)</u>
Cash flows				
Premiums paid	\$ 1,231	\$ —	\$ —	\$ 1,231
Incurred claims received and other insurance service amounts received	(1,035)	—	—	(1,035)
Other cash flows <sup>1</sup>	29	—	—	29
Total cash flows	<u>\$ 225</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 225</u>
Other movements <sup>2</sup>	(2,985)	—	—	(2,985)
Net closing balance	<u>\$ 14,333</u>	<u>\$ 1,491</u>	<u>\$ 1,011</u>	<u>\$ 16,835</u>
Recorded in:				
Closing assets	\$ 15,791	\$ 1,062	\$ 514	\$ 17,367
Closing liabilities	(1,458)	429	497	(532)
Net closing balance	<u>\$ 14,333</u>	<u>\$ 1,491</u>	<u>\$ 1,011</u>	<u>\$ 16,835</u>

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

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

<sup>3</sup> The analysis by measurement component for insurance contracts held not measured under PAA table has been revised for the June 30, 2023 interim financial statements to present the effect of movement in exchange rates separately from net finance income from reinsurance contracts, excluding the effect of changes in non-performance risk of reinsurers.



11. Reinsurance Contracts Held (cont'd)

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

Reinsurance Contracts Held	June 30, 2023	December 31, 2022
Estimates of present value of cash outflows	\$ 535	\$ 1,199
Estimates of present value of cash inflows	(495)	(1,086)
Risk adjustment for non-financial risk	(39)	(74)
Income recognized on initial recognition	3	14
<b>CSM</b>	<b>\$ (4)</b>	<b>\$ (53)</b>

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

(d) Expected remaining CSM recognition

	Reinsurance Contracts Held							Total
	1 year or less	1-2 years	2-3 years	3-4 years	4-5 years	5-10 years	More than 10 years	
June 30, 2023	\$ (91)	\$ (82)	\$ (75)	\$ (68)	\$ (61)	\$ (223)	\$ (345)	\$ (945)
December 31, 2022 <sup>1</sup>	(91)	(82)	(75)	(68)	(61)	(253)	(381)	(1,011)

<sup>1</sup> The Company has reclassified certain comparative figures to conform to the current period's presentation.

12. Segregated Funds and Other Structured Entities

The following presents further details of the investments, determined in accordance with the relevant statutory reporting requirements of each region of the Company's operations, on account of segregated fund policyholders:

(a) Investments on account of segregated fund policyholders

	June 30 2023	December 31 2022 <sup>1</sup>
Cash and cash equivalents	\$ 14,764	\$ 14,562
Bonds	71,764	69,371
Mortgage loans	2,012	2,159
Stocks and units in unit trusts	125,599	117,863
Mutual funds	182,364	168,459
Investment properties	12,693	13,035
	<b>409,196</b>	<b>385,449</b>
Accrued income	798	692
Other liabilities	(4,578)	(4,647)
Non-controlling mutual funds interest	5,200	6,388
<b>Total<sup>2</sup></b>	<b>\$ 410,616</b>	<b>\$ 387,882</b>

<sup>1</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

<sup>2</sup> At June 30, 2023, \$66,402 of investments on account of segregated fund policyholders are reinsured by the Company on a modified coinsurance basis (\$66,283 at December 31, 2022). Included in this amount are \$118 of cash and cash equivalents, \$11,607 of bonds, \$16 of stocks and units in unit trusts, \$54,579 of mutual funds, \$93 of accrued income and (\$11) of other liabilities.

12. Segregated Funds and Other Structured Entities (cont'd)

**(b) Insurance and investment contracts on account of segregated fund policyholders**

	June 30 2023	December 31 2022
Insurance contracts on account of segregated fund policyholder	\$ 59,220	\$ 57,841
Investment contracts on account of segregated fund policyholder	351,396	330,041
	\$ 410,616	\$ 387,882

**(c) Contracts on account of segregated fund policyholders**

	For the six months ended June 30	
	2023	2022 <sup>1</sup>
<b>Balance, beginning of year</b>	\$ 387,882	\$ 357,419
Additions (deductions):		
Policyholder deposits	27,585	15,120
Net investment income	1,982	1,258
Net realized capital gains on investments	696	2,826
Net unrealized capital gains (losses) on investments	24,243	(61,881)
Unrealized losses due to changes in foreign exchange rates	(3,063)	(5,109)
Policyholder withdrawals	(27,602)	(18,169)
Business acquisition	—	79,455
Change in Segregated Fund investment in General Fund	39	63
Change in General Fund investment in Segregated Fund	2	(14)
Net transfer from (to) General Fund	40	(6)
Non-controlling mutual funds interest	(1,188)	527
<b>Total</b>	22,734	14,070
<b>Balance, end of period</b>	\$ 410,616	\$ 371,489

<sup>1</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

**(d) Contracts on account of segregated fund policyholders by fair value hierarchy level**

	June 30, 2023			
	Level 1	Level 2	Level 3	Total
<b>Investment contracts on account of segregated fund policyholders <sup>1</sup></b>	\$ 285,016	\$ 115,082	\$ 14,385	\$ 414,483

<sup>1</sup> Excludes other liabilities, net of other assets, of \$3,867.

12. Segregated Funds and Other Structured Entities (cont'd)

	December 31, 2022			
	Level 1	Level 2	Level 3	Total
Investment contracts on account of segregated fund policyholders <sup>1,2</sup>	\$ 270,892	\$ 106,720	\$ 14,455	\$ 392,067

<sup>1</sup> Excludes other liabilities, net of other assets, of \$4,185.

<sup>2</sup> The Company has adjusted certain comparative figures to conform to the current year's presentation. These adjustments had no impact on the equity or net earnings of the Company.

During the first six months of 2023, certain foreign stock holdings valued at \$131 have been transferred from Level 2 to Level 1 (\$2,301 were transferred from Level 2 to Level 1 at December 31, 2022) primarily based on the Company's change in use of inputs in addition to quoted prices in active markets for certain foreign stock holdings. Level 2 assets include those assets where fair value is not available from normal market pricing sources, where inputs are utilized in addition to quoted prices in active markets and where the Company does not have access to the underlying asset details within an investment fund.

The following presents additional information about the Company's investments on account of segregated fund policyholders for which the Company has utilized Level 3 inputs to determine fair value:

	June 30 2023	December 31 2022
<b>Balance, beginning of year</b>	<b>\$ 14,455</b>	<b>\$ 13,822</b>
Total losses included in segregated fund investment income	(406)	(310)
Purchases	341	1,011
Sales	(70)	(366)
Transfers into Level 3	349	343
Transfers out of Level 3	(284)	(45)
<b>Balance, end of period</b>	<b>\$ 14,385</b>	<b>\$ 14,455</b>

Transfers into Level 3 are due primarily to decreased observability of inputs in valuation methodologies. Transfers out of Level 3 are due primarily to increased observability of inputs in valuation methodologies as evidenced by corroboration of market prices with multiple pricing vendors.

### 13. Share Capital

#### Common Shares

	For the six months ended June 30			
	2023		2022	
	Number	Carrying value	Number	Carrying value
<b>Common shares</b>				
<b>Balance, beginning of year</b>	931,853,110	\$ 5,791	930,620,338	\$ 5,748
Exercised and issued under stock option plan	1,953,151	71	1,156,072	40
Purchased and cancelled under normal course issuer bid	(2,519,200)	(94)	—	—
Excess of redemption proceeds over stated capital per normal course issuer bid	—	78	—	—
<b>Balance, end of period</b>	<b>931,287,061</b>	<b>\$ 5,846</b>	<b>931,776,410</b>	<b>\$ 5,788</b>

During the six months ended June 30, 2023, 1,953,151 common shares were exercised under the Company's stock plan with a carrying value of \$71, including \$8 from contributed surplus transferred upon exercise (1,156,072 with a carrying value of \$40, including \$4 from contributed surplus transferred upon exercise during the six months ended June 30, 2022).

On January 25, 2023, the Company announced the renewal of its normal course issuer bid (NCIB) commencing January 27, 2023 and terminating January 26, 2024 to purchase for cancellation up to but not more than 20,000,000 of its common shares at market prices.

During the six months ended June 30, 2023, the Company repurchased and subsequently cancelled 2,519,200 common shares under the current NCIB at a cost of \$94 (nil during the six months ended June 30, 2022 under the previous NCIB). The Company's share capital was reduced by the average carrying value of the shares repurchased for cancellation. The excess paid over the average carrying value was \$78 and was recognized as a reduction to accumulated surplus during the six months ended June 30, 2023 (nil during the six months ended June 30, 2022 under the previous NCIB).

#### 14. Earnings Per Common Share

The following provides the reconciliation between basic and diluted earnings per common share:

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
	(Restated)		(Restated)	
<b>Earnings</b>				
Net earnings	\$ 531	\$ 856	\$ 1,158	\$ 2,222
Preferred share dividends	(33)	(33)	(65)	(65)
<b>Net earnings - common shareholders</b>	<b>\$ 498</b>	<b>\$ 823</b>	<b>\$ 1,093</b>	<b>\$ 2,157</b>
Net loss from discontinued operations	(71)	(7)	(90)	(7)
<b>Net earnings from continuing operations</b>	<b>\$ 569</b>	<b>\$ 830</b>	<b>\$ 1,183</b>	<b>\$ 2,164</b>
<b>Number of common shares</b>				
Average number of common shares outstanding	931,201,149	931,775,201	931,606,252	931,547,619
Add: Potential exercise of outstanding stock options	1,891,728	693,769	1,355,395	1,319,106
<b>Average number of common shares outstanding - diluted basis</b>	<b>933,092,877</b>	<b>932,468,970</b>	<b>932,961,647</b>	<b>932,866,725</b>
<b>Basic earnings per common share - continuing operations</b>				
	<b>\$ 0.61</b>	<b>\$ 0.89</b>	<b>\$ 1.27</b>	<b>\$ 2.32</b>
<b>Diluted earnings per common share - continuing operations</b>				
	<b>\$ 0.61</b>	<b>\$ 0.89</b>	<b>\$ 1.27</b>	<b>\$ 2.32</b>
<b>Basic earnings per common share</b>				
	<b>\$ 0.53</b>	<b>\$ 0.88</b>	<b>\$ 1.17</b>	<b>\$ 2.32</b>
<b>Diluted earnings per common share</b>				
	<b>\$ 0.53</b>	<b>\$ 0.88</b>	<b>\$ 1.17</b>	<b>\$ 2.31</b>
<b>Dividends per common share</b>				
	<b>\$ 0.52</b>	<b>\$ 0.49</b>	<b>\$ 1.04</b>	<b>\$ 0.98</b>

## 15. Capital Management

### (a) Policies and Objectives

Managing capital is the continual process of establishing and maintaining the quantity and quality of capital appropriate for the Company and ensuring capital is deployed in a manner consistent with the expectations of the Company's stakeholders. For these purposes, the Board considers the key stakeholders to be the Company's shareholders, policyholders and holders of subordinated liabilities in addition to the relevant regulators in the various jurisdictions where the Company and its subsidiaries operate.

The Company manages its capital on both a consolidated basis as well as at the individual operating subsidiary level. The primary objectives of the Company's capital management strategy are:

- to maintain the capitalization of its regulated operating subsidiaries at a level that will exceed the relevant minimum regulatory capital requirements in the jurisdictions in which they operate;
- to maintain strong credit and financial strength ratings of the Company ensuring stable access to capital markets; and
- to provide an efficient capital structure to maximize shareholders' value in the context of the Company's operational risks and strategic plans.

The target level of capitalization for the Company and its subsidiaries is assessed by considering various factors such as the probability of falling below the minimum regulatory capital requirements in the relevant operating jurisdiction, the views expressed by various credit rating agencies that provide financial strength and other ratings to the Company, and the desire to hold sufficient capital to be able to honour all policyholder and other obligations of the Company with a high degree of confidence.

The Company has established policies and procedures designed to identify, measure and report all material risks. Management is responsible for establishing capital management procedures for implementing and monitoring the capital plan.

The capital planning process is the responsibility of the Company's Chief Financial Officer. The capital plan is approved by the Company's Board of Directors on an annual basis. The Board of Directors reviews and approves all capital transactions undertaken by management.

15. Capital Management (cont'd)

**(b) Regulatory Capital**

In Canada, The Office of the Superintendent of Financial Institutions (OSFI) has established a regulatory capital adequacy measurement for life insurance companies incorporated under the Insurance Companies Act (Canada) and their subsidiaries.

The Life Insurance Capital Adequacy Test (LICAT) Ratio compares the regulatory capital resources of a company to its required capital, defined by OSFI, as the aggregate of all defined capital requirements. The total capital resources are provided by the sum of Available Capital, Surplus Allowance and Eligible Deposits.

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

	<b>June 30 2023</b>
<b>Tier 1 Capital</b>	<b>\$ 18,028</b>
<b>Tier 2 Capital</b>	<b>5,433</b>
<b>Total Available Capital</b>	<b>23,461</b>
<b>Surplus Allowance &amp; Eligible Deposits</b>	<b>5,176</b>
<b>Total Capital Resources</b>	<b>\$ 28,637</b>
<b>Required Capital</b>	<b>\$ 22,791</b>
<b>Total LICAT Ratio (OSFI Supervisory Target = 100%)<sup>1</sup></b>	<b>126 %</b>

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

Other foreign operations and foreign subsidiaries of the Company are required to comply with local capital or solvency requirements in their respective jurisdictions.

## 16. Pension Plans and Other Post-Employment Benefits

The total pension plans and other post-employment benefits expense included in operating expenses and other comprehensive income are as follows:

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
Pension plans				
Service costs	\$ 74	\$ 68	\$ 144	\$ 137
Net interest	(2)	1	(5)	2
Curtailments	(1)	(1)	1	(1)
	71	68	140	138
Other post-employment benefits				
Service costs	—	—	1	1
Net interest	3	3	6	6
	3	3	7	7
Pension plans and other post-employment benefits (income) expense - Consolidated Statements of Earnings	74	71	147	145
Pension plans - re-measurements (gain) loss				
Actuarial (gain) loss	(10)	(1,164)	224	(2,009)
Return on assets (greater) less than assumed	14	868	(99)	1,335
Change in the asset ceiling	6	181	(64)	192
Pension plans re-measurement (gain) loss	10	(115)	61	(482)
Other post-employment benefits - re-measurements				
Actuarial (gain) loss	(1)	(35)	5	(80)
Pension plans and other post-employment benefits re-measurements - other comprehensive (income) loss	9	(150)	66	(562)
<b>Total pension plans and other post-employment benefits (income) expense including re- measurements</b>	<b>\$ 83</b>	<b>\$ (79)</b>	<b>\$ 213</b>	<b>\$ (417)</b>

The following sets out the weighted average discount rate used to re-measure the defined benefit obligation for pension plans and other post-employment benefits at the following dates:

	June 30		December 31	
	2023	2022	2022	2021
Weighted average discount rate	4.8 %	4.7 %	5.0 %	2.6 %



**17. Income Taxes**

**(a) Income tax expense**

Income tax recognized in Consolidated Statements of Earnings:

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
Current income taxes	\$ 163	\$ 94	\$ 337	\$ 249
Deferred income taxes	(107)	29	(251)	81
<b>Total income tax expense</b>	<b>\$ 56</b>	<b>\$ 123</b>	<b>\$ 86</b>	<b>\$ 330</b>

**(b) Effective Income Tax Rate**

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

The effective income tax rate for the three months ended June 30, 2023 was 8.2% compared to 12.5% for the three months ended June 30, 2022. The effective income tax rate for the three months ended June 30, 2023 was lower than the effective income tax rate for the three months ended June 30, 2022 primarily due to higher non-taxable investment income and jurisdictional mix of earnings.

The effective income tax rate for the six months ended June 30, 2023 was 6.4% compared to 12.8% for the six months ended June 30, 2022. The effective income tax rate for the six months ended June 30, 2023 was lower than the effective income tax rate for the six months ended June 30, 2022 primarily due to the same reasons discussed for the in-quarter effective income tax rate results.

The effective income tax rate for the shareholder account for the three months ended June 30, 2023 was 12.0% compared to 13.2% for the three months ended June 30, 2022.

The effective income tax rate for the shareholder account for the six months ended June 30, 2023 was 9.2% compared to 14.2% for the six months ended June 30, 2022.

The effective income tax rates for the comparative figures have been restated to reflect the adoption of IFRS 17 and IFRS 9 and to exclude discontinued operations related to Putnam Investments from earnings.

In December 2021, the OECD published model rules outlining a structure for a new global 15% minimum tax regime to be implemented by participating countries at an agreed future date, currently expected (for most countries) to be 2024. Detailed commentary on the rules was released by the OECD during 2022. At this point, the countries where the Company currently operates, other than the U.S., have all indicated their participation. A number of these countries currently operate at a lower tax rate than the proposed minimum and when legislation is enacted the Company expects an increase in the effective income tax rate. The Company is awaiting the legislation and detailed guidance to assess the full implications of the minimum tax regime.

**18. Segmented Information**

**(a) Consolidated Net Earnings**

For the three months ended June 30, 2023

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
<b>Segment revenue</b>						
Insurance revenue <sup>1</sup>	\$ 2,339	\$ 56	\$ 1,492	\$ 1,194	\$ —	\$ 5,081
Net investment income <sup>2</sup>	750	952	194	157	8	2,061
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	(447)	(972)	(1,171)	(79)	1	(2,668)
	<b>2,642</b>	<b>36</b>	<b>515</b>	<b>1,272</b>	<b>9</b>	<b>4,474</b>
Fee and other income <sup>3</sup>	341	921	200	4	—	1,466
	<b>2,983</b>	<b>957</b>	<b>715</b>	<b>1,276</b>	<b>9</b>	<b>5,940</b>
<b>Other insurance results</b>						
Insurance service expenses	(1,649)	(43)	(1,286)	(985)	—	(3,963)
Net income (expenses) from reinsurance contracts	(336)	2	(74)	(7)	—	(415)
	<b>(1,985)</b>	<b>(41)</b>	<b>(1,360)</b>	<b>(992)</b>	<b>—</b>	<b>(4,378)</b>
<b>Other investment results</b>						
Net finance income (expenses) from insurance contracts	(397)	45	1,056	(73)	—	631
Net finance income (expenses) from reinsurance contracts	4	(2)	(8)	—	—	(6)
Changes in investment contract liabilities	(13)	293	(1)	7	—	286
	<b>(406)</b>	<b>336</b>	<b>1,047</b>	<b>(66)</b>	<b>—</b>	<b>911</b>
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>						
Net investment income	545	—	369	—	—	914
Net finance expenses from insurance contracts	(545)	—	(369)	—	—	(914)
	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Other income and expenses</b>						
Operating and administrative expenses	(352)	(936)	(255)	(14)	(14)	(1,571)
Amortization of finite life intangible assets	(26)	(52)	(18)	—	(1)	(97)
Financing costs	(34)	(59)	(11)	—	—	(104)
Restructuring and integration expenses	—	(28)	9	—	—	(19)
	<b>180</b>	<b>177</b>	<b>127</b>	<b>204</b>	<b>(6)</b>	<b>682</b>
<b>Earnings (loss) before income taxes</b>						
Income taxes	4	17	8	28	(1)	56
	<b>176</b>	<b>160</b>	<b>119</b>	<b>176</b>	<b>(5)</b>	<b>626</b>
<b>Net earnings (loss) from continuing operations before non-controlling interests</b>						
	<b>176</b>	<b>160</b>	<b>119</b>	<b>176</b>	<b>(5)</b>	<b>626</b>
<b>Net loss from discontinued operations</b>	—	(71)	—	—	—	(71)
<b>Net earnings (loss) before non-controlling interests</b>	<b>176</b>	<b>89</b>	<b>119</b>	<b>176</b>	<b>(5)</b>	<b>555</b>
Attributable to non-controlling interests	23	1	—	—	—	24
	<b>153</b>	<b>88</b>	<b>119</b>	<b>176</b>	<b>(5)</b>	<b>531</b>
<b>Net earnings (loss)</b>						
Preferred share dividends	28	—	5	—	—	33
	<b>125</b>	<b>88</b>	<b>114</b>	<b>176</b>	<b>(5)</b>	<b>498</b>
<b>Net earnings (loss) before capital allocation</b>						
Impact of capital allocation	23	2	(12)	(7)	(6)	—
	<b>\$ 148</b>	<b>\$ 90</b>	<b>\$ 102</b>	<b>\$ 169</b>	<b>\$ (11)</b>	<b>\$ 498</b>
<b>Net earnings (loss) - common shareholders</b>						

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

18. Segmented Information (cont'd)

For the three months ended June 30, 2022

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
Segment revenue						
Insurance revenue <sup>1</sup>	\$ 2,206	\$ 56	\$ 1,363	\$ 1,137	\$ —	\$ 4,762
Net investment income <sup>2</sup>	731	791	412	42	24	2,000
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	(5,644)	(4,532)	(3,302)	(183)	1	(13,660)
	(2,707)	(3,685)	(1,527)	996	25	(6,898)
Fee and other income <sup>3</sup>	302	823	190	2	—	1,317
	(2,405)	(2,862)	(1,337)	998	25	(5,581)
Other insurance results						
Insurance service expenses	(1,450)	(51)	(1,120)	(924)	—	(3,545)
Net income (expenses) from reinsurance contracts	(368)	4	(53)	(2)	—	(419)
	(1,818)	(47)	(1,173)	(926)	—	(3,964)
Other investment results						
Net finance income from insurance contracts	5,045	287	3,568	113	—	9,013
Net finance expenses from reinsurance contracts	(44)	(2)	(492)	(6)	—	(544)
Changes in investment contract liabilities	13	3,719	(11)	54	—	3,775
	5,014	4,004	3,065	161	—	12,244
Net investment result - insurance contracts on account of segregated fund policyholders						
Net investment loss	(3,022)	—	(1,043)	—	—	(4,065)
Net finance income from insurance contracts	3,022	—	1,043	—	—	4,065
	—	—	—	—	—	—
Other income and expenses						
Operating and administrative expenses	(261)	(951)	(239)	(13)	(4)	(1,468)
Amortization of finite life intangible assets	(28)	(48)	(13)	—	—	(89)
Financing costs	(35)	(52)	(5)	(2)	(1)	(95)
Restructuring and integration expenses	—	(60)	—	—	—	(60)
Earnings (loss) before income taxes	467	(16)	298	218	20	987
Income taxes	97	(42)	32	31	5	123
Net earnings from continuing operations before non-controlling interests	370	26	266	187	15	864
Net loss from discontinued operations	—	(7)	—	—	—	(7)
Net earnings before non-controlling interests	370	19	266	187	15	857
Attributable to non-controlling interests	3	(2)	(1)	1	—	1
Net earnings	367	21	267	186	15	856
Preferred share dividends	28	—	5	—	—	33
Net earnings before capital allocation	339	21	262	186	15	823
Impact of capital allocation	23	2	(12)	(7)	(6)	—
Net earnings - common shareholders	\$ 362	\$ 23	\$ 250	\$ 179	\$ 9	\$ 823

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

18. Segmented Information (cont'd)

For the six months ended June 30, 2023

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
<b>Segment revenue</b>						
Insurance revenue <sup>1</sup>	\$ 4,696	\$ 117	\$ 2,964	\$ 2,341	\$ —	\$ 10,118
Net investment income <sup>2</sup>	1,507	1,948	487	209	11	4,162
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	1,104	403	(702)	104	(5)	904
	<u>7,307</u>	<u>2,468</u>	<u>2,749</u>	<u>2,654</u>	<u>6</u>	<u>15,184</u>
Fee and other income <sup>3</sup>	666	1,808	386	6	—	2,866
	<u>7,973</u>	<u>4,276</u>	<u>3,135</u>	<u>2,660</u>	<u>6</u>	<u>18,050</u>
<b>Other insurance results</b>						
Insurance service expenses	(3,331)	(89)	(2,567)	(1,971)	—	(7,958)
Net income (expenses) from reinsurance contracts	(670)	4	(83)	(8)	—	(757)
	<u>(4,001)</u>	<u>(85)</u>	<u>(2,650)</u>	<u>(1,979)</u>	<u>—</u>	<u>(8,715)</u>
<b>Other investment results</b>						
Net finance income (expenses) from insurance contracts	(2,711)	(143)	164	(249)	—	(2,939)
Net finance income (expenses) from reinsurance contracts	21	(4)	65	5	—	87
Changes in investment contract liabilities	(47)	(1,532)	(2)	(15)	—	(1,596)
	<u>(2,737)</u>	<u>(1,679)</u>	<u>227</u>	<u>(259)</u>	<u>—</u>	<u>(4,448)</u>
<b>Net investment result - insurance contracts on account of segregated fund policyholders</b>						
Net investment income	1,817	—	818	—	—	2,635
Net finance expenses from insurance contracts	(1,817)	—	(818)	—	—	(2,635)
	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>
<b>Other income and expenses</b>						
Operating and administrative expenses	(687)	(1,879)	(488)	(26)	(20)	(3,100)
Amortization of finite life intangible assets	(51)	(100)	(34)	(1)	(1)	(187)
Financing costs	(68)	(124)	(25)	(1)	(1)	(219)
Restructuring and integration expenses	—	(54)	9	—	—	(45)
<b>Earnings (loss) before income taxes</b>	<u>429</u>	<u>355</u>	<u>174</u>	<u>394</u>	<u>(16)</u>	<u>1,336</u>
Income taxes	37	27	(1)	27	(4)	86
<b>Net earnings (loss) from continuing operations before non-controlling interests</b>	<u>392</u>	<u>328</u>	<u>175</u>	<u>367</u>	<u>(12)</u>	<u>1,250</u>
<b>Net loss from discontinued operations</b>	<u>—</u>	<u>(90)</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>(90)</u>
<b>Net earnings (loss) before non-controlling interests</b>	<u>392</u>	<u>238</u>	<u>175</u>	<u>367</u>	<u>(12)</u>	<u>1,160</u>
Attributable to non-controlling interests	1	1	—	—	—	2
<b>Net earnings (loss)</b>	<u>391</u>	<u>237</u>	<u>175</u>	<u>367</u>	<u>(12)</u>	<u>1,158</u>
Preferred share dividends	56	—	9	—	—	65
<b>Net earnings (loss) before capital allocation</b>	<u>335</u>	<u>237</u>	<u>166</u>	<u>367</u>	<u>(12)</u>	<u>1,093</u>
Impact of capital allocation	46	4	(24)	(14)	(12)	—
<b>Net earnings (loss) - common shareholders</b>	<u>\$ 381</u>	<u>\$ 241</u>	<u>\$ 142</u>	<u>\$ 353</u>	<u>\$ (24)</u>	<u>\$ 1,093</u>

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

18. Segmented Information (cont'd)

For the six months ended June 30, 2022

	Canada	United States	Europe	Capital and Risk Solutions	Lifeco Corporate	Total
Segment revenue						
Insurance revenue <sup>1</sup>	\$ 4,396	\$ 101	\$ 2,738	\$ 2,307	\$ —	\$ 9,542
Net investment income <sup>2</sup>	1,447	1,195	761	64	15	3,482
Changes in fair value on fair value through profit or loss assets <sup>2</sup>	(10,727)	(8,192)	(5,702)	(353)	22	(24,952)
	(4,884)	(6,896)	(2,203)	2,018	37	(11,928)
Fee and other income <sup>3</sup>	612	1,508	383	3	—	2,506
	(4,272)	(5,388)	(1,820)	2,021	37	(9,422)
Other insurance results						
Insurance service expenses	(2,996)	(92)	(2,291)	(1,903)	—	(7,282)
Net income (expenses) from reinsurance contracts	(705)	7	(82)	(1)	—	(781)
	(3,701)	(85)	(2,373)	(1,904)	—	(8,063)
Other investment results						
Net finance income from insurance contracts	9,789	664	6,481	306	—	17,240
Net finance expense from reinsurance contracts	(134)	(3)	(838)	(22)	—	(997)
Changes in investment contract liabilities	50	6,790	3	122	—	6,965
	9,705	7,451	5,646	406	—	23,208
Net investment result - insurance contracts on account of segregated fund policyholders						
Net investment loss	(3,935)	—	(1,514)	—	—	(5,449)
Net finance income from insurance contracts	3,935	—	1,514	—	—	5,449
	—	—	—	—	—	—
Other income and expenses						
Operating and administrative expenses	(586)	(1,619)	(468)	(28)	(6)	(2,707)
Amortization of finite life intangible assets	(56)	(88)	(25)	—	—	(169)
Financing costs	(68)	(100)	(11)	(3)	(1)	(183)
Restructuring and integration expenses	—	(77)	—	—	—	(77)
Earnings before income taxes	1,022	94	949	492	30	2,587
Income taxes	176	(41)	123	64	8	330
Net earnings from continuing operations before non-controlling interests	846	135	826	428	22	2,257
Net loss from discontinued operations	—	(7)	—	—	—	(7)
Net earnings before non-controlling interests	846	128	826	428	22	2,250
Attributable to non-controlling interests	31	(3)	(1)	1	—	28
Net earnings	815	131	827	427	22	2,222
Preferred share dividends	56	—	9	—	—	65
Net earnings before capital allocation	759	131	818	427	22	2,157
Impact of capital allocation	46	4	(24)	(14)	(12)	—
Net earnings - common shareholders	\$ 805	\$ 135	\$ 794	\$ 413	\$ 10	\$ 2,157

<sup>1</sup> Included within insurance service result in the Consolidated Statements of Earnings.

<sup>2</sup> Included within net investment result in the Consolidated Statements of Earnings.

<sup>3</sup> Included within other income and expenses in the Consolidated Statements of Earnings.

18. Segmented Information (cont'd)

Income by source currency for Capital and Risk Solutions:

	For the three months ended June 30		For the six months ended June 30	
	2023	2022	2023	2022
<b>Income</b>				
United States	\$ 311	\$ 180	\$ 705	\$ 328
United Kingdom	447	427	938	875
Japan	9	(132)	167	(235)
Other	509	523	850	1,053
<b>Total income</b>	<b>\$ 1,276</b>	<b>\$ 998</b>	<b>\$ 2,660</b>	<b>\$ 2,021</b>

Negative income in the table above is primarily due to unrealized fair value losses through profit or loss on bonds.

**(b) Consolidated Total Assets and Liabilities**

	June 30, 2023				
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 86,248	\$ 86,298	\$ 38,482	\$ 8,400	\$ 219,428
Insurance contract assets	420	272	297	101	1,090
Reinsurance contract held assets	1,183	11,827	3,635	133	16,778
Assets held for sale	—	4,433	—	—	4,433
Goodwill and intangible assets	5,814	6,152	3,082	—	15,048
Other assets	4,792	14,449	3,316	53	22,610
Investments on account of segregated fund policyholders	98,216	176,858	135,542	—	410,616
<b>Total</b>	<b>\$ 196,673</b>	<b>\$ 300,289</b>	<b>\$ 184,354</b>	<b>\$ 8,687</b>	<b>\$ 690,003</b>
<b>Liabilities</b>					
Insurance contract liabilities	\$ 77,807	\$ 17,686	\$ 35,638	\$ 5,643	\$ 136,774
Investment contract liabilities	3,798	84,955	343	681	89,777
Reinsurance contract held liabilities	178	169	256	22	625
Liabilities held for sale	—	2,424	—	—	2,424
Other liabilities	7,119	10,155	3,100	639	21,013
Insurance contracts on account of segregated fund policyholders	32,936	12,574	13,710	—	59,220
Investment contracts on account of segregated fund policyholders	65,280	164,283	121,833	—	351,396
<b>Total</b>	<b>\$ 187,118</b>	<b>\$ 292,246</b>	<b>\$ 174,880</b>	<b>\$ 6,985</b>	<b>\$ 661,229</b>

18. Segmented Information (cont'd)

	December 31, 2022				
	Canada	United States	Europe	Capital and Risk Solutions	Total
<b>Assets</b>					
Invested assets	\$ 85,343	\$ 90,655	\$ 38,652	\$ 8,573	\$ 223,223
Insurance contract assets	408	245	322	165	1,140
Reinsurance contract held assets	1,211	12,624	3,639	97	17,571
Goodwill and intangible assets	5,789	7,973	3,079	—	16,841
Other assets	3,682	18,430	3,297	140	25,549
Investments on account of segregated fund policyholders	93,816	166,274	127,792	—	387,882
<b>Total</b>	<b>\$ 190,249</b>	<b>\$ 296,201</b>	<b>\$ 176,781</b>	<b>\$ 8,975</b>	<b>\$ 672,206</b>
<b>Liabilities</b>					
Insurance contract liabilities	\$ 75,058	\$ 18,669	\$ 35,670	\$ 6,041	\$ 135,438
Investment contract liabilities	3,635	90,139	323	713	94,810
Reinsurance contract held liabilities	164	167	226	(20)	537
Other liabilities	7,809	13,202	3,089	644	24,744
Insurance contracts on account of segregated fund policyholders	32,535	12,432	12,874	—	57,841
Investment contracts on account of segregated fund policyholders	61,281	153,842	114,918	—	330,041
<b>Total</b>	<b>\$ 180,482</b>	<b>\$ 288,451</b>	<b>\$ 167,100</b>	<b>\$ 7,378</b>	<b>\$ 643,411</b>

Assets by source currency for Capital and Risk Solutions:

	June 30, 2023	December 31, 2022
<b>Assets</b>		
United States	\$ 4,202	\$ 4,070
United Kingdom	1,220	1,317
Japan	3,070	3,279
Other	195	309
<b>Total assets</b>	<b>\$ 8,687</b>	<b>\$ 8,975</b>

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# IGM Financial Inc.

PART C

## Management's Discussion and Analysis

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## Financial Statements and Notes

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Please note that the bottom of each page in Part C contains two different page numbers. A page number with the prefix "C" refers to the number of such page in this document and the page number without any prefix refers to the number of such page in the original document issued by IGM Financial Inc.

The attached documents concerning IGM Financial Inc. are documents prepared and publicly disclosed by such subsidiary, and are available under such subsidiary's profile on SEDAR+, at [www.sedarplus.ca](http://www.sedarplus.ca). Certain statements in the attached documents, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect the current expectations of the subsidiary as set forth therein. Forward-looking statements are provided for the purposes of assisting the reader in understanding the subsidiary's financial performance, financial position and cash flows as at and for the periods ended on certain dates and to present information about the subsidiary's management's current expectations and plans relating to the future and the reader is cautioned that such statements may not be appropriate for other purposes.

By its nature, forward-looking 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.

For further information provided by the subsidiary as to the material factors that could cause actual results to differ materially from the content of forward-looking statements, the material factors and assumptions that were applied in making the forward-looking statements, and the subsidiary's policy for updating the content of forward-looking statements, please see the attached documents, including the section entitled Forward-Looking Statements. The reader is cautioned to consider these factors and assumptions carefully and not to put undue reliance on forward-looking statements.

# Management's Discussion and Analysis

The Management's Discussion and Analysis (MD&A) presents management's view of the results of operations and financial condition of IGM Financial Inc. (IGM Financial or the Company) as at and for the three and six months ended June 30, 2023 and should be read in conjunction with the unaudited Interim Condensed Consolidated Financial Statements (Interim Financial Statements) as well as the 2022 IGM Financial Inc. Annual Report and the 2023 IGM Financial Inc. First Quarter Report to Shareholders filed on [www.sedar.com](http://www.sedar.com). Commentary in the MD&A as at and for the three and six months ended June 30, 2023 is as of August 2, 2023.

## Basis of Presentation and Summary of Accounting Policies

The Interim Financial Statements of IGM Financial, which are the basis of the information presented in the Company's MD&A, have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting* (IFRS) and are presented in Canadian dollars (Note 2 of the Interim Financial Statements).

### Forward-looking Statements

Certain statements in this report, other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's financial position and results of operations as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

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 material factors, many of which are beyond the Company's and its subsidiaries' control, affect the operations, performance and results of

the Company, 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, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, outbreaks of disease or pandemics (such as COVID-19), the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements.

Other than as specifically required by applicable Canadian law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are 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 Company's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials, including this Management's Discussion and Analysis and its most recent Annual Information Form, filed with the securities regulatory authorities in Canada, available at [www.sedar.com](http://www.sedar.com).

## Non-IFRS Financial Measures and Other Financial Measures

This report contains Non-IFRS financial measures and non-IFRS ratios that do not have standard meanings prescribed by IFRS and may not be directly comparable to similar measures used by other companies. These measures and ratios are used to provide management, investors and investment analysts with additional measures to assess earnings performance.

Non-IFRS financial measures include, but are not limited to, “adjusted net earnings available to common shareholders”, “adjusted net earnings”, “adjusted earnings before income taxes”, “adjusted earnings before interest and taxes” (Adjusted EBIT), “earnings before interest, taxes, depreciation and amortization before sales commissions” (EBITDA before sales commissions), and “earnings before interest, taxes, depreciation and amortization after sales commissions” (EBITDA after sales commissions). These measures exclude other items which are items of a non-recurring nature, or that could make the period-over-period comparison of results from operations less meaningful. EBITDA before sales commissions excludes all sales commissions. EBITDA after sales commissions includes all sales commissions and highlights aggregate cash flows.

Non-IFRS ratios include the following:

Ratio	Numerator	Denominator
Adjusted earnings per share (Adjusted EPS)	Adjusted net earnings available to common shareholders	Average number of outstanding common shares on a diluted basis
Return (Adjusted return) on equity (ROE, Adjusted ROE)	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest
ROE (Adjusted ROE) excluding the impact of fair value through other comprehensive income investments	Net earnings (Adjusted net earnings) available to common shareholders	Average shareholders' equity excluding non-controlling interest and the impact of fair value through other comprehensive income investments net of tax

Refer to the appropriate reconciliations of non-IFRS financial measures, including as components of non-IFRS ratios, to reported results in accordance with IFRS in Tables 1 to 4.

This report also contains other financial measures which include:

- **Assets Under Management and Advisement (AUM&A)** represents the consolidated AUM and AUA of IGM Financial. In the Wealth Management segment, AUM is a component part of AUA. All instances where the asset management segment is providing investment management services or distributing its products through the Wealth Management segment are eliminated in our reporting such that there is no double-counting of the same client savings held at IGM Financial's operating companies. Investment Planning Counsel's (IPC's) AUM, AUA, sales, redemptions and net flows have been disclosed as Discontinued operations under AUM&A.
- **Assets Under Advisement (AUA)** are the key driver of the Wealth Management segment. AUA are savings and investment products held within client accounts of our Wealth Management segment operating companies.
- **Assets Under Management (AUM)** are the key driver of the Asset Management segment. AUM are a secondary driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities. IPC's AUM, sales and redemptions have been disclosed as Discontinued operations under AUM.
- **Assets Under Management and Advisement including Strategic Investments (AUM&A including SI)** represents AUM&A including the Company's proportionate share of the AUM&A of Strategic Investments based on the Company's direct and indirect ownership of the Strategic Investments. The Strategic Investments included are those whose activities are primarily in asset and wealth management, and include a 27.8% interest in China Asset Management Co., Ltd., 56% interest in Northleaf Capital Group Ltd., 20.5% interest in Rockefeller Capital Management and a 24.3% interest in Wealthsimple Financial Corp. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.
- **Working Capital** which consists of current assets less current liabilities excluding assets and liabilities not reflective of ongoing operations.

# IGM Financial Inc.

## Summary of Consolidated Operating Results

IGM Financial Inc. (TSX:IGM) is a leading wealth and asset management company supporting advisors and the clients they serve in Canada, and institutional investors throughout North America, Europe and Asia. The Company operates through a number of operating subsidiaries and also holds a number of strategic investments that provide benefits to these subsidiaries while furthering the Company's growth prospects. The Company's principle operating subsidiaries are wealth manager IG Wealth Management (IG) and asset manager Mackenzie Investments (Mackenzie). The Company also operates through wealth manager Investment Planning Counsel (IPC) and has strategic investments in Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), Northleaf Capital Group Ltd. (Northleaf), and Wealthsimple Financial Corp. (Wealthsimple) as described more fully later in this MD&A.

IGM Financial's assets under management and advisement were \$261.1 billion as at June 30, 2023, compared with \$242.1 billion at June 30, 2022 and \$249.4 billion at December 31, 2022, as detailed in Tables 6 and 7. Average total assets under management and advisement for the second quarter of 2023 were \$259.9 billion compared to \$255.3 billion in the second quarter of 2022. Average total assets under management and advisement for the six months ended June 30, 2023 were \$258.7 billion compared to \$262.3 billion for the six months ended June 30, 2022.

Total assets under management were \$221.4 billion at June 30, 2023, compared with \$208.5 billion at June 30, 2022 and \$212.4 billion at December 31, 2022. Average total assets under management for the second quarter of 2023 were \$220.5 billion compared to \$220.3 billion in the second quarter of 2022. Average total assets under management for the six months ended June 30, 2023 were \$219.7 billion compared to \$226.5 billion for the comparative period in 2022.

IGM Financial's assets under management and advisement including Strategic Investments were \$402.8 billion as at June 30, 2023, compared with \$305.0 billion at June 30, 2022 and \$314.3 billion at December 31, 2022, as detailed in Table 6.

Net earnings available to common shareholders for the three months ended June 30, 2023 were \$138.2 million or \$0.58 per share compared with net earnings available to common shareholders of \$207.1 million or \$0.87 per share for the comparative period in 2022, representing a decrease of 33.3% in earnings per share. Net earnings available to common

shareholders for the six months ended June 30, 2023 were \$519.5 million or \$2.18 per share compared to net earnings available to common shareholders of \$426.4 million or \$1.78 per share for the comparative period in 2022, representing an increase of 22.5% in earnings per share.

Adjusted net earnings available to common shareholders, excluding other items outlined below, for the three months ended June 30, 2023 were \$205.5 million or \$0.86 per share compared to adjusted net earnings available to common shareholders of \$207.1 million or \$0.87 per share in 2022. Adjusted net earnings available to common shareholders, excluding other items outlined below, for the six months ended June 30, 2023 were \$412.0 million or \$1.73 per share compared to adjusted net earnings available to common shareholders of \$426.4 million or \$1.78 per share in 2022.

Other items for the six months ended June 30, 2023 consisted of:

- Restructuring and other charges of \$76.2 million after-tax (\$103.3 million pre-tax), recorded in the second quarter, related to further streamlining and simplifying the Company's operating model to better align with business priorities. The initiatives include:
  - Organizational structure changes including aligning the Company's organizational structure to advance the growing needs of the business and deliver against key strategic initiatives. It also includes optimizing the Company's resources and talent structure to advance the growing needs of the business, enable partnerships across the business and operate more efficiently and effectively.
  - Digital transformation to retire duplicate systems and to automate and modernize our technology infrastructure to enhance efficiencies and the Company's ability to service client needs.
  - Real estate consolidation of IG Wealth's footprint to reflect the adoption of hybrid work and new technologies.
- A gain on the sale of a portion of the Company's investment in Lifeco of \$168.6 million after-tax (\$172.9 million pre-tax), consisting of \$174.8 million recorded in the first quarter and a decrease of \$6.2 million that was recorded on a prospective basis in the second quarter.
- Lifeco IFRS 17 adjustment of \$15.1 million, recorded in the second quarter, representing a change of estimate which has been recorded on a prospective basis.

Shareholders' equity was \$6.2 billion as at June 30, 2023, compared to \$6.1 billion at December 31, 2022. Adjusted

ROE (a non-IFRS ratio – see Non-IFRS Financial Measures and Other Financial Measures) for the six months ended June 30, 2023 was 13.3% compared with 13.9% for the comparative period in 2022. Adjusted ROE excluding the impact of fair value through other comprehensive income investments (a non-IFRS ratio – see Non-IFRS Financial Measures and Other Financial Measures) for the six months ended June 30, 2023 was 14.0% compared with 15.6% for the comparative period in 2022. The quarterly dividend per common share declared in the second quarter of 2023 was 56.25 cents, unchanged from the first quarter of 2023.

## Q2 2023 Developments

### Rockefeller Capital Management (Rockefeller)

On April 3, 2023, IGM Financial purchased a 20.5% equity interest in Rockefeller Capital Management (Rockefeller), a leading U.S. independent financial services advisory firm, for consideration of approximately USD \$622 million.

Highlights of the Rockefeller transaction include:

- the expansion of IGM's wealth management footprint, through Rockefeller, into the U.S., with a brand and business model focused on the high-net-worth and ultra-high-net-worth segments;
- a strategic ownership position with two board seats and rights enhancing IGM's opportunity to increase its equity interest in Rockefeller in the future; and

**Table 1: Reconciliation of Non-IFRS Financial Measures**

	Three months ended			Six months ended	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<i>(\$ millions except EPS)</i>					
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 205.5</b>	<b>\$ 206.5</b>	<b>\$ 207.1</b>	<b>\$ 412.0</b>	<b>\$ 426.4</b>
Restructuring and other, net of tax	(76.2)	–	–	(76.2)	–
Gain on sale of Lifeco, net of tax	(6.2)	174.8	–	168.6	–
Lifeco IFRS 17 adjustment	15.1	–	–	15.1	–
<b>Net earnings available to common shareholders</b>	<b>\$ 138.2</b>	<b>\$ 381.3</b>	<b>\$ 207.1</b>	<b>\$ 519.5</b>	<b>\$ 426.4</b>
<b>Adjusted earnings per share<sup>(1)</sup></b>	<b>\$ 0.86</b>	<b>\$ 0.87</b>	<b>\$ 0.87</b>	<b>\$ 1.73</b>	<b>\$ 1.78</b>
Restructuring and other, net of tax	(0.32)	–	–	(0.32)	–
Gain on sale of Lifeco, net of tax	(0.02)	0.73	–	0.71	–
Lifeco IFRS 17 adjustment	0.06	–	–	0.06	–
<b>Earnings per share<sup>(2)</sup></b>	<b>\$ 0.58</b>	<b>\$ 1.60</b>	<b>\$ 0.87</b>	<b>\$ 2.18</b>	<b>\$ 1.78</b>
<b>Average outstanding shares – Diluted (thousands)</b>	<b>238,631</b>	<b>238,424</b>	<b>239,242</b>	<b>238,619</b>	<b>240,215</b>
<b>EBITDA before sales commissions<sup>(1)</sup></b>	<b>\$ 351.8</b>	<b>\$ 344.3</b>	<b>\$ 343.5</b>	<b>\$ 696.1</b>	<b>\$ 703.5</b>
Sales-based commissions paid	(26.5)	(33.3)	(33.5)	(59.8)	(83.0)
<b>EBITDA after sales commissions<sup>(1)</sup></b>	<b>325.3</b>	<b>311.0</b>	<b>310.0</b>	<b>636.3</b>	<b>620.5</b>
Sales-based commissions paid subject to amortization	26.5	33.3	31.2	59.8	75.7
Amortization of capitalized sales commissions	(22.9)	(21.9)	(18.9)	(44.8)	(36.6)
Amortization of capital, intangible and other assets	(26.7)	(26.2)	(26.1)	(52.9)	(51.4)
<b>Adjusted earnings before interest and income taxes<sup>(1)</sup></b>	<b>302.2</b>	<b>296.2</b>	<b>296.2</b>	<b>598.4</b>	<b>608.2</b>
Interest expense <sup>(3)</sup>	32.9	28.2	28.4	61.1	56.5
<b>Adjusted earnings before income taxes – continuing and discontinued operations<sup>(1)</sup></b>	<b>269.3</b>	<b>268.0</b>	<b>267.8</b>	<b>537.3</b>	<b>551.7</b>
Income taxes	63.2	60.3	59.4	123.5	123.2
<b>Adjusted net earnings<sup>(1)</sup></b>	<b>206.1</b>	<b>207.7</b>	<b>208.4</b>	<b>413.8</b>	<b>428.5</b>
Restructuring and other, net of tax	(76.2)	–	–	(76.2)	–
Gain on sale of Lifeco, net of tax	(6.2)	174.8	–	168.6	–
Lifeco IFRS 17 adjustment	15.1	–	–	15.1	–
<b>Net earnings</b>	<b>\$ 138.8</b>	<b>\$ 382.5</b>	<b>\$ 208.4</b>	<b>\$ 521.3</b>	<b>\$ 428.5</b>

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Diluted earnings per share.

(3) Interest expense includes interest on long-term debt and leases and in Q2 2023, also included interest on the credit facility.

- the opportunity for knowledge sharing and collaboration between Rockefeller and IGM's wealth management business, IG Wealth Management.

Concurrently with the Rockefeller transaction, IGM announced that it has entered into an agreement to sell 100% of Investment Planning Counsel Inc. (IPC) to The Canada Life Assurance Company (Canada Life) for \$575 million. Payment for the Rockefeller transaction of USD \$622 million was completed on June 2, 2023.

The financial results of Rockefeller are recorded in the Company's Strategic Investments and Other segment.

### Investment Planning Counsel Inc. (IPC) – Discontinued Operations

On April 3, 2023, IGM Financial announced the sale of 100% of the common shares of Investment Planning Counsel Inc. (IPC) for cash consideration of \$575 million. The transaction is expected to close by the end of 2023, subject to regulatory approvals.

In accordance with IFRS 5 – *Non-Current Assets Held for Sale and Discontinued Operations*, the operating results and cash flows of IPC have been classified as discontinued operations within the Wealth Management segment. The related assets and liabilities have been classified as assets and liabilities held for sale.

Net earnings from discontinued operations for all periods under review are reported as a separate line item in Tables 2, 3 and 4 – *Consolidated Operating Results by Segment*, and Table 7 – *Summary of Quarterly Results*.

### Market Overview

Financial market returns were generally positive for the second quarter of 2023:

- The S&P TSX Composite total return index, increased by 1.1% in the second quarter of 2023 and by 4.6% in the first quarter.
- U.S. equity markets, as measured by the S&P 500 total return index, increased by 8.7% in the second quarter of 2023 and by 7.5% in the first quarter.
- European equity markets, as measured by the MSCI Europe net total return index, increased by 2.3% in the second quarter of 2023 and 8.6% in the first quarter.
- Asian equity markets, as measured by the MSCI AC Asia Pacific net total return index, increased by 1.3% in the second quarter of 2023 and by 4.8% in the first quarter.
- Chinese equity markets, as measured by the CSI 300 net total return index, decreased by 4.0% in the second quarter of 2023 and increased by 4.7% in the first quarter.
- The FTSE TMX Canada Universe Bond total return index decreased by 0.7% in the second quarter of 2023 and increased by 3.2% in the first quarter.

- Our clients experienced average investment returns of 1.1% in the second quarter of 2023 and 4.4% in the first quarter.

IGM Financial's assets under management and advisement increased by 4.7% from \$249.4 billion at December 31, 2022 to \$261.1 billion at June 30, 2023. See Table 27 for the composition of IGM Financial's assets under management by asset class.

### Reportable Segments

The Company's reportable segments are Wealth Management, Asset Management and Strategic Investments & Other and reflect the Company's internal financial reporting and performance measurement (Tables 2, 3 and 4):

- **Wealth Management** – reflects the activities of operating companies that are principally focused on providing financial planning and related services to Canadian households. This segment includes the activities of IG Wealth Management and Investment Planning Counsel, which has been classified as discontinued operations. These firms are retail distribution organizations that serve Canadian households through their securities dealers, mutual fund dealers and other subsidiaries licensed to distribute financial products and services. A majority of the revenues of this segment are derived from providing financial advice and distributing financial products and services to Canadian households. This segment also includes the investment management activities of these organizations, including mutual fund management and discretionary portfolio management services.
- **Asset Management** – reflects the activities of operating companies primarily focused on providing investment management services, and represents the operations of Mackenzie Investments. Investment management services are provided to a suite of investment funds that are distributed through third party dealers and financial advisors, and through institutional advisory mandates to financial institutions, pensions and other institutional investors.
- **Strategic Investments and Other** – primarily represents the key strategic investments made by the Company, including China Asset Management Co., Ltd., Great-West Lifeco Inc., Northleaf Capital Group Ltd., Rockefeller Capital Management, Wealthsimple Financial Corp., and Portage Ventures LPs, as well as unallocated capital. Investments are classified in this segment (as opposed to the Wealth Management or Asset Management segment) when warranted due to different market segments, growth profiles or other unique characteristics.

### Assets Under Management and Advisement (AUM&A)

represents the consolidated AUM and AUA of IGM Financial. In the Wealth Management segment, AUM is a component part of AUA. All instances where the asset management segment is providing investment management services or distributing

**Table 2: Consolidated Operating Results by Segment – Q2 2023 vs. Q2 2022**

	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<b>Three months ended</b> (\$ millions)										
Revenues										
Wealth management	\$ 554.0	\$ 535.3	\$ -	\$ -	\$ -	\$ -	\$ (1.5)	\$ -	\$ 552.5	\$ 535.3
Asset management	-	-	264.2	269.7	-	-	(25.5)	(27.8)	238.7	241.9
Dealer compensation expense	-	-	(78.8)	(82.1)	-	-	(0.7)	-	(79.5)	(82.1)
Net asset management	-	-	185.4	187.6	-	-	(26.2)	(27.8)	159.2	159.8
Net investment income and other	4.0	(1.3)	1.0	(1.1)	3.5	1.8	(0.4)	0.2	8.1	(0.4)
Proportionate share of associates' earnings	-	-	-	-	42.9	50.0	-	-	42.9	50.0
	<b>558.0</b>	<b>534.0</b>	<b>186.4</b>	<b>186.5</b>	<b>46.4</b>	<b>51.8</b>	<b>(28.1)</b>	<b>(27.6)</b>	<b>762.7</b>	<b>744.7</b>
Expenses										
Advisory and business development	233.0	222.0	21.0	21.5	-	-	-	-	254.0	243.5
Operations and support	105.2	103.2	89.2	88.4	1.2	2.0	(0.2)	-	195.4	193.6
Sub-advisory	43.0	42.0	1.1	1.2	-	-	(27.7)	(27.8)	16.4	15.4
	<b>381.2</b>	<b>367.2</b>	<b>111.3</b>	<b>111.1</b>	<b>1.2</b>	<b>2.0</b>	<b>(27.9)</b>	<b>(27.8)</b>	<b>465.8</b>	<b>452.5</b>
<b>Adjusted earnings before interest and taxes<sup>(1)</sup></b>	<b>176.8</b>	<b>166.8</b>	<b>75.1</b>	<b>75.4</b>	<b>45.2</b>	<b>49.8</b>	<b>(0.2)</b>	<b>0.2</b>	<b>269.9</b>	<b>292.2</b>
Interest expense <sup>(2)</sup>	24.0	22.4	6.1	5.9	-	-	(0.1)	-	30.0	28.3
Adjusted earnings before income taxes <sup>(1)</sup>	152.8	144.4	69.0	69.5	45.2	49.8	(0.1)	0.2	266.9	263.9
Income taxes	40.0	38.7	18.9	18.2	3.6	1.3	0.1	0.3	62.6	58.5
<b>Adjusted net earnings – continuing operations<sup>(1)</sup></b>	<b>112.8</b>	<b>105.7</b>	<b>50.1</b>	<b>51.3</b>	<b>41.6</b>	<b>48.5</b>	<b>(0.2)</b>	<b>(0.1)</b>	<b>204.3</b>	<b>205.4</b>
Net earnings – discontinued operations	4.0	3.1	-	-	-	-	(2.2)	(0.1)	1.8	3.0
<b>Adjusted net earnings<sup>(1)</sup></b>	<b>116.8</b>	<b>108.8</b>	<b>50.1</b>	<b>51.3</b>	<b>41.6</b>	<b>48.5</b>	<b>(2.4)</b>	<b>(0.2)</b>	<b>206.1</b>	<b>208.4</b>
Non-controlling interest	-	-	-	-	0.6	1.3	-	-	0.6	1.3
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 116.8</b>	<b>\$ 108.8</b>	<b>\$ 50.1</b>	<b>\$ 51.3</b>	<b>\$ 41.0</b>	<b>\$ 47.2</b>	<b>\$ (2.4)</b>	<b>\$ (0.2)</b>	<b>205.5</b>	<b>207.1</b>
<b>Other items<sup>(1)</sup>, net of tax</b>										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									(6.2)	-
Lifeco IFRS 17 adjustment									15.1	-
<b>Net earnings available to common shareholders</b>									<b>\$ 138.2</b>	<b>\$ 207.1</b>

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

its products through the Wealth Management segment are eliminated in our reporting such that there is no double-counting of the same client savings held at IGM Financial's operating companies. IPC's AUM, AUA, sales, redemptions and net flows have been disclosed as Discontinued operations under AUM&A.

**Assets Under Advisement (AUA)** are the key driver of the Wealth Management segment. AUA are savings and

investment products held within client accounts of our Wealth Management segment operating companies.

**Assets Under Management (AUM)** are the key driver of the Asset Management segment. AUM are a secondary driver of revenues and expenses within the Wealth Management segment in relation to its investment management activities. AUM are client assets where we provide investment management services, and include investment funds where



**Table 3: Consolidated Operating Results by Segment – Six Months Ended**

	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<b>Six months ended</b> (\$ millions)										
<b>Revenues</b>										
Wealth management	\$ 1,089.7	\$ 1,096.5	\$ -	\$ -	\$ -	\$ -	\$ (3.1)	\$ -	\$ 1,086.6	\$ 1,096.5
Asset management	-	-	526.0	554.5	-	-	(51.2)	(56.5)	474.8	498.0
Dealer compensation expense	-	-	(157.5)	(173.2)	-	-	(1.3)	-	(158.8)	(173.2)
Net asset management	-	-	368.5	381.3	-	-	(52.5)	(56.5)	316.0	324.8
Net investment income and other	7.4	(1.9)	5.5	(3.7)	6.9	2.5	(0.7)	0.2	19.1	(2.9)
Proportionate share of associates' earnings	-	-	-	-	95.9	98.4	-	-	95.9	98.4
	<b>1,097.1</b>	<b>1,094.6</b>	<b>374.0</b>	<b>377.6</b>	<b>102.8</b>	<b>100.9</b>	<b>(56.3)</b>	<b>(56.3)</b>	<b>1,517.6</b>	<b>1,516.8</b>
<b>Expenses</b>										
Advisory and business development	456.0	446.8	43.7	41.7	-	-	-	-	499.7	488.5
Operations and support	213.4	211.9	181.7	181.5	2.3	3.4	(0.2)	(0.1)	397.2	396.7
Sub-advisory	85.6	86.6	2.2	2.7	-	-	(55.6)	(56.5)	32.2	32.8
	<b>755.0</b>	<b>745.3</b>	<b>227.6</b>	<b>225.9</b>	<b>2.3</b>	<b>3.4</b>	<b>(55.8)</b>	<b>(56.6)</b>	<b>929.1</b>	<b>918.0</b>
<b>Adjusted earnings before interest and taxes<sup>(1)</sup></b>	<b>342.1</b>	<b>349.3</b>	<b>146.4</b>	<b>151.7</b>	<b>100.5</b>	<b>97.5</b>	<b>(0.5)</b>	<b>0.3</b>	<b>588.5</b>	<b>598.8</b>
Interest expense <sup>(2)</sup>	46.3	44.5	11.9	11.7	-	-	(0.1)	-	58.1	56.2
Adjusted earnings before income taxes <sup>(1)</sup>	295.8	304.8	134.5	140.0	100.5	97.5	(0.4)	0.3	530.4	542.6
Income taxes	78.4	81.5	36.0	36.6	7.2	2.4	-	0.3	121.6	120.8
<b>Adjusted net earnings – continuing operations<sup>(1)</sup></b>	<b>217.4</b>	<b>223.3</b>	<b>98.5</b>	<b>103.4</b>	<b>93.3</b>	<b>95.1</b>	<b>(0.4)</b>	<b>-</b>	<b>408.8</b>	<b>421.8</b>
Net earnings – discontinued operations	7.0	6.9	-	-	-	-	(2.0)	(0.2)	5.0	6.7
<b>Adjusted net earnings<sup>(1)</sup></b>	<b>224.4</b>	<b>230.2</b>	<b>98.5</b>	<b>103.4</b>	<b>93.3</b>	<b>95.1</b>	<b>(2.4)</b>	<b>(0.2)</b>	<b>413.8</b>	<b>428.5</b>
Non-controlling interest	0.2	-	-	-	1.6	2.1	-	-	1.8	2.1
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 224.2</b>	<b>\$ 230.2</b>	<b>\$ 98.5</b>	<b>\$ 103.4</b>	<b>\$ 91.7</b>	<b>\$ 93.0</b>	<b>\$ (2.4)</b>	<b>\$ (0.2)</b>	<b>412.0</b>	<b>426.4</b>
<b>Other items<sup>(1)</sup>, net of tax</b>										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									168.6	-
Lifeco IFRS 17 adjustment									15.1	-
<b>Net earnings available to common shareholders</b>									<b>\$ 519.5</b>	<b>\$ 426.4</b>

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

we are the fund manager, investment advisory mandates to institutions, and other client accounts where we have discretionary portfolio management responsibilities. IPC's AUM, sales and redemptions have been disclosed as Discontinued operations under AUM.

**Assets Under Management and Advisement including Strategic Investments (AUM&A including SI)** represents AUM&A including the Company's proportionate share of the

AUM&A of Strategic Investments based on the Company's direct and indirect ownership of the Strategic Investments. The Strategic Investments included are those whose activities are primarily in asset and wealth management, and include a 27.8% interest in ChinaAMC, 56% interest in Northleaf, 20.5% interest in Rockefeller and a 24.3% interest in Wealthsimple. Rockefeller client assets include assets under management and advisement as well as assets held for investment purposes and only receiving administrative services.



**Table 4: Consolidated Operating Results by Segment – Q2 2023 vs. Q1 2023**

	Wealth Management		Asset Management		Strategic Investments & Other		Intersegment Eliminations		Total	
	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31	2023 Jun. 30	2023 Mar. 31
<b>Three months ended</b> (\$ millions)										
Revenues										
Wealth management	\$ 554.0	\$ 535.7	\$ -	\$ -	\$ -	\$ -	\$ (1.5)	\$ (1.6)	\$ 552.5	\$ 534.1
Asset management	-	-	264.2	261.8	-	-	(25.5)	(25.7)	238.7	236.1
Dealer compensation expense	-	-	(78.8)	(78.7)	-	-	(0.7)	(0.6)	(79.5)	(79.3)
Net asset management	-	-	185.4	183.1	-	-	(26.2)	(26.3)	159.2	156.8
Net investment income and other	4.0	3.4	1.0	4.5	3.5	3.4	(0.4)	(0.3)	8.1	11.0
Proportionate share of associates' earnings	-	-	-	-	42.9	53.0	-	-	42.9	53.0
	558.0	539.1	186.4	187.6	46.4	56.4	(28.1)	(28.2)	762.7	754.9
Expenses										
Advisory and business development	233.0	223.0	21.0	22.7	-	-	-	-	254.0	245.7
Operations and support	105.2	108.2	89.2	92.5	1.2	1.1	(0.2)	-	195.4	201.8
Sub-advisory	43.0	42.6	1.1	1.1	-	-	(27.7)	(27.9)	16.4	15.8
	381.2	373.8	111.3	116.3	1.2	1.1	(27.9)	(27.9)	465.8	463.3
<b>Adjusted earnings before interest and taxes<sup>(1)</sup></b>	<b>176.8</b>	<b>165.3</b>	<b>75.1</b>	<b>71.3</b>	<b>45.2</b>	<b>55.3</b>	<b>(0.2)</b>	<b>(0.3)</b>	<b>296.9</b>	<b>291.6</b>
Interest expense <sup>(2)</sup>	24.0	22.3	6.1	5.8	-	-	(0.1)	-	30.0	28.1
Adjusted earnings before income taxes <sup>(1)</sup>	152.8	143.0	69.0	65.5	45.2	55.3	(0.1)	(0.3)	266.9	263.5
Income taxes	40.0	38.4	18.9	17.1	3.6	3.6	0.1	(0.1)	62.6	59.0
<b>Adjusted net earnings – continuing operations<sup>(1)</sup></b>	<b>112.8</b>	<b>104.6</b>	<b>50.1</b>	<b>48.4</b>	<b>41.6</b>	<b>51.7</b>	<b>(0.2)</b>	<b>(0.2)</b>	<b>204.3</b>	<b>204.5</b>
Net earnings – discontinued operations	4.0	3.0	-	-	-	-	(2.2)	0.2	1.8	3.2
<b>Adjusted net earnings<sup>(1)</sup></b>	<b>116.8</b>	<b>107.6</b>	<b>50.1</b>	<b>48.4</b>	<b>41.6</b>	<b>51.7</b>	<b>(2.4)</b>	<b>-</b>	<b>206.1</b>	<b>207.7</b>
Non-controlling interest	-	0.2	-	-	0.6	1.0	-	-	0.6	1.2
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 116.8</b>	<b>\$ 107.4</b>	<b>\$ 50.1</b>	<b>\$ 48.4</b>	<b>\$ 41.0</b>	<b>\$ 50.7</b>	<b>\$ (2.4)</b>	<b>\$ -</b>	<b>205.5</b>	<b>206.5</b>
<b>Other items<sup>(1)</sup>, net of tax</b>										
Restructuring and other									(76.2)	-
Gain on sale of Lifeco									(6.2)	174.8
Lifeco IFRS 17 adjustment									15.1	-
<b>Net earnings available to common shareholders</b>									<b>\$ 138.2</b>	<b>\$ 381.3</b>

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) Interest expense includes interest on long-term debt and leases.

## Financial Presentation

The financial presentation includes revenues and expenses to align with the key drivers of business activity and to reflect our emphasis on business growth and operational efficiency. The categories are as follows:

- **Wealth management revenue** – revenues earned by the Wealth Management segment for providing financial planning, investment advisory and related financial services. Revenues

include financial advisory fees, investment management and related administration fees, distribution revenue associated with insurance and banking products and services, and revenue relating to mortgage lending activities.

- **Asset management revenue** – revenues earned by the Asset Management segment related to investment management advisory and administrative services.

- **Dealer compensation** – asset-based and sales-based compensation paid to dealers by the Asset Management segment.
- **Advisory and business development expenses** – expenses incurred on activities directly associated with providing financial planning services to clients of the Wealth Management segment and wholesale distribution activities performed by the Asset Management segment. Expenses include compensation, recognition and other support provided to our advisors, field management, product & planning specialists; expenses associated with facilities, technology and training relating to our advisors and specialists; other business development activities including direct marketing and advertising. A significant component of these expenses varies directly with levels of assets under management or advisement, business development measures including sales and client acquisition, and the number of advisor and client relationships.
- **Operations and support expenses** – expenses associated with business operations, including technology and business processes; in-house investment management and product shelf management; corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses.
- **Sub-advisory expenses** – reflects fees relating to investment management services provided by third party or related party investment management organizations. These fees typically are variable with the level of assets under management. These fees include investment advisory services performed for the Wealth Management segment by the Asset Management segment.

Interest expense represents interest expense on long-term debt and leases. The change in interest expense for the three and six month periods resulted from the impact of the issuance of \$300 million 5.426% debentures on May 26, 2023. Interest expense is allocated to each segment based on management's assessment of: i) capacity to service the debt, and ii) where the

debt is being serviced. Interest expense of \$2.7 million related to the credit facility is included in discontinued operations for the three months ended June 30, 2023.

Income taxes are reported in each segment. IGM Financial consolidated changes in the effective tax rates are detailed in Table 5.

Tax planning may result in the Company recording lower levels of income taxes. Management monitors the status of its income tax filings and regularly assesses the overall adequacy of its provision for income taxes and, as a result, income taxes recorded in prior years may be adjusted in the current year. The effect of changes in management's best estimates reported in adjusted net earnings is reflected in Other, which also includes, but is not limited to, the effect of lower effective income tax rates on foreign operations.

Other items, as reflected in Tables 2, 3 and 4, include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful and are not allocated to segments.

Other items in the three and six months ended June 30, 2023, included:

- Restructuring and other charges of \$76.2 million after-tax (\$103.3 million pre-tax), recorded in the second quarter, related to further streamlining and simplifying the Company's operating model to better align with business priorities. The initiatives include:
  - Organizational structure changes including aligning the Company's organizational structure to advance the growing needs of the business and deliver against key strategic initiatives. It also includes optimizing the Company's resources and talent structure to advance the growing needs of the business, enable partnerships across the business and operate more efficiently and effectively.
  - Digital transformation to retire duplicate systems and to automate and modernize our technology infrastructure to

**Table 5: Effective Income Tax Rate**

	Three months ended			Six months ended	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<b>Income taxes at Canadian federal and provincial statutory rates</b>	<b>26.55 %</b>	26.71 %	26.63 %	<b>26.66 %</b>	26.63 %
Effect of:					
Proportionate share of associates' earnings	(4.92)	(2.52)	(4.44)	(3.21)	(4.25)
Other	0.39	0.08	0.01	0.18	(0.05)
<b>Effective income tax rate – before other items</b>	<b>22.02</b>	24.27	22.20	<b>23.63</b>	22.33
Gain on sale of Lifeco	0.94	(9.82)	–	(6.78)	–
Lifeco IFRS 17 adjustment	(2.30)	–	–	(0.65)	–
<b>Effective income tax rate – net earnings</b>	<b>20.66 %</b>	14.45 %	22.20 %	<b>16.20 %</b>	22.33 %

enhance efficiencies and the Company's ability to service client needs.

- Real estate consolidation of IG Wealth's footprint to reflect the adoption of hybrid work and new technologies.
- A gain on the sale of a portion of the Company's investment in Lifeco of \$168.6 million after-tax (\$172.9 million pre-tax), consisting of \$174.8 million recorded in the first quarter and a decrease of \$6.2 million that was recorded on a prospective basis in the second quarter.
- Lifeco IFRS 17 adjustment of \$15.1 million, recorded in the second quarter, representing a change of estimate which has been recorded on a prospective basis.

## Total Assets Under Management and Advisement

Assets under management and advisement were \$261.1 billion at June 30, 2023 compared to \$242.1 billion at June 30, 2022, an increase of 7.9%, as detailed in Table 6. Total assets under management were \$221.4 billion at June 30, 2023 compared to \$208.5 billion at June 30, 2022, an increase of 6.2%.

Net outflows in the second quarter of 2023 were \$821 million compared to net outflows of \$527 million in the second quarter of 2022, as detailed in Table 6. Second quarter investment fund net redemptions were \$1.1 billion compared to net redemptions of \$918 million in 2022. Net inflows for the six months ended June 30, 2023 were \$169 million compared to \$1.9 billion in 2022, as detailed in Table 6. Investment fund net redemptions for the six month period were \$1.3 billion in 2023 compared to net sales of \$1.6 billion in 2022. Net flows and net sales are based on assets under management and advisement excluding sub-advisory assets to Canada Life and to the Wealth Management segment.

The Company also benefits from the underlying assets under management of the Company's investments in associates, including ChinaAMC, Northleaf, Rockefeller and its investment in Wealthsimple which is classified as Fair Value through Other Comprehensive Income. The Company has included its proportionate share of the AUM&A of these investments in its Consolidated AUM&A including Strategic Investments based on its direct and indirect interest in these companies.

At June 30, 2023, ChinaAMC's AUM was RMB¥ 1,801.7 billion (\$328.9 billion) compared to RMB¥ 1,740.2 billion (\$334.5 billion) at June 30, 2022, an increase of 3.5% (CAD\$ decrease of 1.7%). IGM Financial held a 13.9% interest in ChinaAMC on December 31, 2022, which was increased to 27.8% on January 12, 2023.

At June 30, 2023, Northleaf's AUM was \$25.2 billion compared to \$22.0 billion at June 30, 2022, an increase of 14.5%. IGM Financial holds a 56% economic interest in Northleaf.

At June 30, 2023, Rockefeller's client assets were USD \$112.2 billion (\$148.6 billion). IGM Financial holds a 20.5% interest in Rockefeller.

At June 30, 2023, Wealthsimple's AUA was \$23.4 billion compared to \$16.9 billion at June 30, 2022, an increase of 38.5%. IGM Financial holds a 24.3% interest in Wealthsimple.

Changes in assets under management for the Wealth Management and Asset Management segments are discussed further in each of their respective Review of the Business sections in the MD&A.

## Summary of Quarterly Results

The Summary of Quarterly Results in Table 7 includes the eight most recent quarters and the reconciliation of non-IFRS financial measures to net earnings in accordance with IFRS.

Changes in average daily investment fund assets under management over the eight most recent quarters, as shown in Table 7, largely reflect the impact of changes in domestic and foreign markets and net sales of the Company.

**Table 6: Assets Under Management and Advisement**

(\$ millions)	Wealth Management <sup>(1)</sup>		Asset Management <sup>(2)</sup>		Intercompany Eliminations <sup>(3)</sup>		Consolidated	
			Mackenzie Investments					
	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<b>Three months ended</b>								
<b>Gross flows</b>								
Mutual fund gross sales <sup>(4)</sup>	\$ 2,581	\$ 2,590	\$ 1,742	\$ 1,735	\$ -	\$ -	\$ 4,323	\$ 4,325
Dealer gross inflows <sup>(3)</sup>	2,795	3,068	-	-	-	-	2,795	3,068
Discontinued operations inflows	1,033	1,043	-	-	-	-	1,033	1,043
<b>Net flows</b>								
Mutual fund net sales <sup>(4)</sup>	(509)	(99)	(701)	(758)	-	-	(1,210)	(857)
ETF net creations	-	-	85	(61)	-	-	85	(61)
Investment fund net sales	(509)	(99)	(616)	(819)	-	-	(1,125)	(918)
Institutional SMA net sales <sup>(5)</sup>	-	-	273	(133)	-	-	273	(133)
IGM product net sales	(509)	(99)	(343)	(952)	-	-	(852)	(1,051)
Other dealer net flows	85	488	-	-	-	7	85	495
Discontinued operations net flows	(88)	11	-	-	34	18	(54)	29
Total net flows <sup>(3)</sup>	(511)	402	(343)	(952)	33	23	(821)	(527)
<b>Six months ended</b>								
<b>Gross flows</b>								
Mutual fund gross sales <sup>(4)</sup>	\$ 5,602	\$ 6,492	\$ 4,031	\$ 4,656	\$ -	\$ -	\$ 9,633	\$ 11,148
Dealer gross inflows <sup>(3)</sup>	6,458	7,068	-	-	-	-	6,458	7,068
Discontinued operations inflows	2,382	2,385	-	-	-	-	2,382	2,385
<b>Net flows</b>								
Mutual fund net sales <sup>(4)</sup>	(782)	1,165	(615)	(176)	-	-	(1,397)	989
ETF net creations <sup>(6)</sup>	-	-	71	657	-	-	71	657
Investment fund net sales	(782)	1,165	(544)	481	-	-	(1,326)	1,646
Institutional SMA net sales <sup>(5)</sup>	-	-	371	(560)	-	-	371	(560)
IGM product net sales	(782)	1,165	(173)	(79)	-	-	(955)	1,086
Other dealer net flows	862	690	-	-	-	3	862	693
Discontinued operations net flows	225	171	-	-	37	(11)	262	160
Total net flows <sup>(3)</sup>	307	2,029	(173)	(79)	35	(11)	169	1,939

(1) Effective January 2023, Mackenzie Investment fund products sold through IG Wealth Management are reported within IG Wealth Management's AUM and Mackenzie Sub-advisory and AUM to Wealth Management.

(2) Asset Management flows activity excludes sub-advisory to Canada Life and the Wealth Management segment.

(3) Consolidated results eliminate double counting where business is reflected within multiple segments.

(4) IG Wealth Management AUM and net sales include separately managed accounts.

(5) Sub-advisory, institutional and other accounts

- During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million.

- During the first quarter of 2022, an institutional investor redeemed \$291 million within products Mackenzie sub-advises.

(6) ETFs - During the six month period of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

**Table 6: Assets Under Management and Advisement (continued)**

	Wealth Management		Asset Management		Intercompany Eliminations <sup>(1)</sup>		Consolidated	
			Mackenzie Investments					
(\$ millions)	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30	2023 Jun. 30	2022 Jun. 30
<b>Six months ended</b>								
<b>Assets under Management and Advisement</b>								
<b>Wealth Management</b>								
IG Wealth Management AUM <sup>(2)</sup>	\$ 104,761	\$ 96,603					\$ 104,761	\$ 96,603
IG Wealth Management Other AUA	12,053	8,871					12,053	8,871
Discontinued operations	30,995	28,692					30,995	28,692
AUA <sup>(3)</sup>	147,802	134,159					147,802	134,159
<b>Asset Management</b>								
Mutual funds			\$ 56,371	\$ 53,576			56,371	53,576
ETFs <sup>(4)</sup>			5,168	5,368			5,168	5,368
Investment funds			61,539	58,944			61,539	58,944
Institutional SMA			7,203	6,344			7,203	6,344
Sub-advisory to Canada Life			47,871	46,575			47,871	46,575
Total Institutional SMA			55,074	52,919			55,074	52,919
Third Party AUM			116,613	111,863			116,613	111,863
Sub-advisory and AUM to Wealth Management			76,722	72,855			76,722	72,855
Total AUM			193,335	184,718			193,335	184,718
<b>Consolidated</b>								
AUM	104,761	96,603	193,335	184,718	(76,722)	(72,855)	221,374	208,466
Other AUA	12,053	8,871	-	-	(3)	(822)	12,050	8,049
Discontinued operations	30,995	28,692	-	-	(3,313)	(3,124)	27,682	25,568
Consolidated AUM&A <sup>(3)</sup>	147,802	134,159	193,335	184,718	(80,031)	(76,794)	261,106	242,083
<b>Strategic investments<sup>(5)</sup></b>								
ChinaAMC							91,443	46,500
Northleaf							14,120	12,292
Rockefeller							30,395	-
Wealthsimple							5,686	4,107
							141,644	62,899
<b>Consolidated AUM&amp;A including strategic investments</b>							<b>402,750</b>	<b>304,982</b>
<b>Consolidated AUM&amp;A including strategic investments and excluding discontinued operations</b>							<b>375,068</b>	<b>279,414</b>

(1) Consolidated results eliminate double counting where business is reflected within multiple segments.

(2) IG Wealth Management AUM includes separately managed accounts.

(3) Net of intercompany eliminations between IG Wealth Management and Investment Planning Counsel (\$7 million at June 30, 2023 and \$7 million at June 30, 2022).

(4) ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 (2022 - \$11.6 billion).

(5) Proportionate share of Strategic Investments AUM comprised of 27.8% (2022 - 13.9%) of ChinaAMC AUM, 56% (2022 - 56%) of Northleaf's AUM, 20.5% (2022 - nil) of Rockefeller's client assets, and 24.3% (2022 - 24.3%) of Wealthsimple's AUA.

**Table 7: Summary of Quarterly Results**

	2023 Q2	2023 Q1	2022 Q4	2022 Q3	2022 Q2	2022 Q1	2021 Q4	2021 Q3
<b>Consolidated statements of earnings (\$ millions)</b>								
Revenues								
Wealth management	\$ 552.5	\$ 534.1	\$ 530.8	\$ 532.6	\$ 535.3	\$ 561.2	\$ 582.7	\$ 572.0
Asset management	238.7	236.1	233.5	235.7	241.9	256.1	267.1	263.7
Dealer compensation expense	(79.5)	(79.3)	(77.0)	(77.4)	(82.1)	(91.1)	(91.7)	(90.9)
Net asset management	159.2	156.8	156.5	158.3	159.8	165.0	175.4	172.8
Net investment income and other	8.1	11.0	14.9	10.3	(0.4)	(2.5)	3.7	2.2
Proportionate share of associates' earnings	42.9	53.0	65.4	46.9	50.0	48.4	50.7	55.9
	<b>762.7</b>	<b>754.9</b>	<b>767.6</b>	<b>748.1</b>	<b>744.7</b>	<b>772.1</b>	<b>812.5</b>	<b>802.9</b>
Expenses								
Advisory and business development	254.0	245.7	238.5	235.1	243.5	245.0	243.8	229.4
Operations and support	195.4	201.8	200.0	189.9	193.6	203.1	193.2	186.2
Sub-advisory	16.4	15.8	15.5	15.2	15.4	17.4	17.5	17.0
Interest <sup>(1)</sup>	30.0	28.1	28.5	28.5	28.3	27.9	28.4	28.5
	<b>495.8</b>	<b>491.4</b>	<b>482.5</b>	<b>468.7</b>	<b>480.8</b>	<b>493.4</b>	<b>482.9</b>	<b>461.1</b>
Earnings before undernoted	266.9	263.5	285.1	279.4	263.9	278.7	329.6	341.8
Restructuring and other	(103.3)	-	-	-	-	-	-	-
Gain on sale of Lifeco	(6.2)	179.1	-	-	-	-	-	-
Lifeco IFRS 17 adjustment	15.1	-	-	-	-	-	-	-
Gain on sale of Personal Capital	-	-	-	-	-	-	10.6	-
Earnings before income taxes	172.5	442.6	285.1	279.4	263.9	278.7	340.2	341.8
Income taxes	35.5	63.3	61.8	63.4	58.5	62.3	77.1	76.2
Net earnings from continuing operations	137.0	379.3	223.3	216.0	205.4	216.4	263.1	265.6
Net earnings from discontinued operations	1.8	3.2	3.7	1.0	3.0	3.7	6.1	5.9
Net earnings	138.8	382.5	227.0	217.0	208.4	220.1	269.2	271.5
Non-controlling interest	0.6	1.2	2.3	0.9	1.3	0.8	0.7	0.7
Net earnings available to common shareholders	\$ 138.2	\$ 381.3	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 268.5	\$ 270.8
<b>Reconciliation of non-IFRS financial measures (\$ millions)</b>								
Adjusted net earnings available to common shareholders <sup>(2)</sup>	\$ 205.5	\$ 206.5	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 260.8	\$ 270.8
Other items:								
Restructuring and other, net of tax (\$27.1 million)	(76.2)	-	-	-	-	-	-	-
Gain on sale of Lifeco, net of tax (Q1 – \$4.3 million)	(6.2)	174.8	-	-	-	-	-	-
Lifeco IFRS 17 adjustment	15.1	-	-	-	-	-	-	-
Gain on sale of Personal Capital, net of tax (\$2.9 million)	-	-	-	-	-	-	7.7	-
Net earnings available to common shareholders	\$ 138.2	\$ 381.3	\$ 224.7	\$ 216.1	\$ 207.1	\$ 219.3	\$ 268.5	\$ 270.8
<b>Earnings per Share (\$)</b>								
Adjusted earnings per share <sup>(2)</sup>								
- Basic	\$ 0.86	\$ 0.87	\$ 0.95	\$ 0.91	\$ 0.87	\$ 0.91	\$ 1.09	\$ 1.13
- Diluted	0.86	0.87	0.94	0.91	0.87	0.91	1.08	1.13
Earnings per share								
- Basic	0.58	1.60	0.95	0.91	0.87	0.91	1.12	1.13
- Diluted	0.58	1.60	0.94	0.91	0.87	0.91	1.11	1.13
<b>Average outstanding shares – Diluted (thousands)</b>	<b>238,631</b>	<b>238,424</b>	<b>237,958</b>	<b>237,808</b>	<b>239,242</b>	<b>241,251</b>	<b>241,443</b>	<b>240,575</b>
<b>Average assets under management and advisement (\$ billions)</b>								
Investment fund assets under management	\$ 165.4	\$ 164.2	\$ 158.6	\$ 159.5	\$ 164.3	\$ 173.7	\$ 176.4	\$ 173.0
Total assets under management	220.5	219.0	211.9	212.6	220.3	233.1	236.3	232.7
Assets under management and advisement	259.9	257.6	247.8	247.2	255.3	269.5	272.0	267.4
<b>Ending assets under management and advisement (\$ billions)</b>								
Investment fund assets under management	\$ 166.3	\$ 165.6	\$ 158.9	\$ 153.0	\$ 155.5	\$ 173.3	\$ 178.9	\$ 171.3
Total assets under management	221.4	221.1	212.4	204.1	208.5	231.9	239.7	230.6
Assets under management and advisement	261.1	260.4	249.4	238.1	242.1	268.3	277.1	265.2

(1) Interest expense includes interest on long-term debt and leases.

(2) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

# Wealth Management

The Wealth Management segment consists of both IG Wealth Management (IG) and Investment Planning Counsel, Inc. (IPC), which has been classified as discontinued operations.

Wealth Management revenue consists of:

- **Advisory fees** are related to providing financial advice to clients including fees related to the distribution of products and depend largely on the level and composition of assets under advisement.
- **Product and program fees** are related to the management of investment products and include management, administration and other related fees and depend largely on the level and composition of assets under management.

- **Other financial planning revenues** are fees related to providing clients other financial products including mortgages, insurance and banking products.

Sub-advisory fees are paid between segments and to third parties for investment management services provided to our investment products. Wealth Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

## Review of the Business

IG Wealth Management, founded in 1926, is a leading wealth management company in Canada that focuses on providing comprehensive personal financial planning to Canadians.

Investment Planning Counsel, founded in 1996, is an independent distributor of financial products, services and advice in Canada, with 646 advisors.

The Wealth Management segment provides a comprehensive planning approach through its advisors by offering a broad range of financial products and services.

## 2023 Developments

### Investment Planning Counsel

On April 3, 2023, IGM Financial announced the sale of 100% of the common shares of Investment Planning Counsel Inc. (IPC). The transaction is expected to close by the end of 2023, subject to regulatory approvals.

In accordance with IFRS 5 – *Non-Current Assets Held for Sale and Discontinued Operations*, the operating results and cash flows of IPC have been classified as discontinued operations within the Wealth Management segment. As a result, the operating results of IPC included within the Wealth Management segment Table 11 – *Operating Results – Wealth Management* have been classified as discontinued operations and are shown as a separate line item for all periods under review.

### IG Wealth Management Developments

#### nesto

IG Wealth Management and nesto Inc. (nesto) entered into a strategic agreement in the fourth quarter of 2022 to have nesto provide next generation white label mortgage services to IG Wealth Management clients across Canada through its Mortgage Cloud solution. The initiative is part of IG Wealth Management's ongoing strategy to transform its business and follows the firm's modernization of its investment management and financial planning platforms.

#### IG Target Education Portfolios

The Company introduced the IG Target Education Portfolios that will invest in an asset mix that automatically evolves based on when a child is expected to begin their post-secondary studies, shifting from a focus on maximizing growth in early years to keep up with rising costs of education to focus on income and capital preservations as the target education date approaches. The IG Target Education Portfolios are designed to work in Registered Education Savings Plan accounts, which provide the benefits of the Canadian Savings Grant, tax-free growth and tax efficient education funding not available through traditional savings account.

#### Corporate Class Mutual Funds

In the second quarter of 2023, IG Wealth completed the wind-up of Investors Group Corporate Class Inc., which impacts its suite of corporate class funds. The corporate class funds were



either merged into their corresponding trust fund equivalent or, if no corresponding trust fund equivalent existed, a new fund was launched.

## IG Wealth Management

IG Wealth Management is one of the largest independent financial planning firms in Canada, with advisors in every community from coast to coast. We are driven by our mission to inspire financial confidence that can transform the lives of our clients and their families and we are deeply committed to improving financial literacy in the communities where we work and live.

Our exclusive network is comprised of 3,243 advisors. IG Wealth Management clients are more than one million individuals, families and business owners.

Canadians hold \$6.5 trillion in discretionary financial assets with financial institutions at December 31, 2021, based on the most recent report from Investor Economics, and we view these savings as IG Wealth Management's addressable market. 77% of these savings are held by households with over \$1 million, which are referred to as high net worth, and another 20% reside with households with between \$100,000 and \$1 million, which are referred to as mass affluent. These segments tend to have more complicated financial needs, and IG Wealth Management's focus on providing comprehensive financial planning solutions positions it well to compete and grow in these segments.

## Strategy

IG Wealth Management's promise is to inspire financial confidence.

IG Wealth has a client-centric strategy with a focus on high net worth (HNW) and mass affluent client segments, which we define as households with over \$1 million and between \$100 thousand and \$1 million, respectively.

IG Wealth Management is committed to increasing the financial confidence of all Canadians by leveraging our people, expertise and resources because we believe it will help create stronger communities and a better future for all.

We believe that Canadians deserve a high standard of advice that takes into consideration all dimensions of their financial lives with financial plans tailored to meet and adapt to their needs.

Our strategic mandate is to be Canada's financial partner of choice.

We achieve our strategic mandate by focusing on providing comprehensive financial advice and well-constructed investment solutions designed to deliver returns and risks that take into account each client's needs and requirements.

## Financial Advice

Our advisors focus on providing financial advice which is the value of all efforts that sit outside the investment portfolio construction. This includes the value that an advisor adds to a client relationship and comes from the creation and follow through of a well-constructed financial plan.

### Advisors

IG Wealth Management has a national distribution network of more than 3,000 advisors in communities throughout Canada. Our advisory services are most suited to individuals with complicated financial needs.

IG Wealth provides advice through two primary channels:

- IG Wealth Management entrepreneurial advisors are focused on the high net worth and mass affluent segments of the market by focusing on households with greater than \$250,000 of assets.
- IG Wealth Management has a corporate advice channel that is focused on supporting more than 250,000 clients with less complex requirements, while allowing our entrepreneurial advisor practices to focus on those clients with more complex needs.

Our entrepreneurial advisor network creates a competitive advantage and drives client engagement with a focus on comprehensive financial planning and product solutions. Our advantage is further enabled by hiring top quality advisors, increasing proficiency, improving technology, implementing a client segmentation approach and enhancing a strong brand.

Assets under advisement consists of the following:

- Clients with household assets greater than \$1 million (defined as "high net worth") which totalled \$42.0 billion at June 30, 2023, an increase of 23.3% from one year ago, and represented 36% of total assets under advisement.
- Clients with household assets between \$100 thousand and \$1 million (defined as "mass affluent") which totalled \$65.4 billion at June 30, 2023, an increase of 5.9% from one year ago, and represented 56% of total assets under advisement.
- Clients with household assets less than \$100 thousand (defined as "mass market") which totalled \$9.5 billion at June 30, 2023, a decrease of 2.3% from one year ago, and represented 8% of total assets under advisement.

IG Wealth Management advisor practices are industry leaders in holding a credentialed financial planning designation. These designations are nationally recognized financial planning qualifications that require an individual to demonstrate financial planning competence through education, standardized examinations, continuing education requirements, and accountability to ethical standards.



The following provides a breakdown of the IG Wealth Management advisor network into its significant components at June 30, 2023:

- 1,776 advisor practices (1,758 at June 30, 2022), which reflect advisors with more than four years of experience. These practices may include associates as described below. The level and productivity of advisor practices is a key measurement of our business as they serve clientele representing approximately 96% of AUM.
- 304 new advisors (389 at June 30, 2022), which are those advisors with less than four years of experience.
- 1,163 associates and regional vice-presidents (1,151 at June 30, 2022). Associates are licensed team members of advisor practices who provide financial planning services and advice to the clientele served by the team.
- IG Wealth Management had a total advisor network of 3,243 (3,298 at June 30, 2022).

IG Wealth Management uses advisor productivity as a key performance measure in evaluating its advisor network. The productivity is measured based on gross inflows per advisor and is monitored for both advisor recruits with less than 4 years experience and advisor practices with greater than 4 years experience.

- The advisor recruit's gross inflows were \$0.6 million per advisor compared to \$0.5 million in the comparative period of 2022.
- The advisor practice gross inflows were \$1.4 million per practice compared to \$1.5 million in the comparative period of 2022.

Key initiatives that impact advisor productivity are:

- Tightened recruiting standards that increased the likelihood of success while also enhancing our culture and brand.
- Corporate advice channel that provides consistent service levels to clients with less complex needs and creates capacity for advisors.
- Product and pricing enhancements with a focus on the high net worth and mass affluent segments.
- Continued technology enhancements such as the Advisor Desktop powered by Salesforce.
- IG Living Plan™ and other client experience enhancements.
- Digital application to deliver tailored client investment proposals (powered by CapIntel).

We also support advisors and clients through our network of product and planning specialists, who assist in the areas of advanced financial planning, insurance, and securities. Effective the first quarter of 2023 as part of the strategic mortgage partnership, we have engaged nesto to provide mortgage planning assistance to clients. These specialists help to ensure that we are providing comprehensive financial planning across

all elements of a client's financial life. Clients are served by our mutual fund licensed and securities licensed advisors and specialists.

### Client Experiences

IG Wealth Management distinguishes itself from our competition by offering comprehensive planning to our clients that synchronize every aspect of their financial life. IG Wealth Management serves approximately one million clients located in communities throughout Canada. A primary focus is on advising and attracting high net worth and mass affluent clients.

For the distinct needs of the high net worth market, we offer IG Private Wealth Management which includes investment management, retirement, tax and estate planning services.

IG Living Plan™ allows clients to collaborate with an IG advisor through an enhanced digital experience to develop and track a financial plan which is unique to each client's goals.

IG Wealth Management has a full range of products that allow us to provide a tailored IG Living Plan that evolves over time. These products include:

- Powerful financial solutions that include investment vehicles that match risk and investment performance to each client's needs and requirements.
- Insurance products that include a variety of policy types from the leading insurers in Canada.
- Mortgage banking solutions that are offered as part of a comprehensive financial plan.

The Charitable Giving Program is a donor-advised giving program which enables Canadians to make donations and build an enduring charitable giving legacy with considerably less expense and complexity than setting up and administering their own private foundation.

The IG Advisory Account (IGAA) is a fee-based account that improves client experience by offering the ability to simplify and consolidate selected investments into a single account while providing all our clients with a transparent advisory fee. IGAA increases fee transparency and can hold most securities and investment products available in the marketplace to individual investors.

### Financial Solutions

IG Wealth Management strives to achieve expected investment returns for the lowest possible risk through well-constructed investment portfolios, and to create value for clients through active management. To do this, we select and engage high-quality sub-advisors so our clients have access to a diverse range of investment products and solutions. Each asset manager is selected through a proven and rigorous process. We oversee all sub-advisors to ensure that their activities are consistent

with their investment philosophies and with the investment objectives and strategies of the products they advise.

Our investment solutions leverage top global asset manager relationships including Mackenzie Investments and other world class investment firms such as Fidelity Investments Canada, T. Rowe Price (Canada), Sagard Credit Partners, Portage, Beutel Goodman & Company, PanAgora Asset Management, PIMCO Canada Corp., Northleaf Capital Partners (Canada), BristolGate Capital Partners, Aristotle Capital Boston, Putnam Investments Canada, Franklin Templeton Investment Management, Wellington Management Canada, Rockefeller & Co., JPMorgan Asset Management (Canada), BlackRock Asset Management Canada, ClearBridge Investments, 1832 Asset Management (Dynamic), American Century Investment Management, and ChinaAMC.

We provide clients with an extensive suite of well-constructed and competitively priced financial solutions that incorporate public and private market investments as well as alternative investment strategies. We regularly enhance the scope and diversity of our investment offering with new funds and product changes that enable clients to achieve their goals. We believe that well-constructed managed solutions provide advisors with the best opportunity to focus on providing financial advice to their clients.

We provide portfolio construction with investment solutions that include public markets, private markets and alternative strategies.

Our investment solutions include:

- A deep and broad selection of mutual funds, diversified by manager, asset category, investment style, geography, market capitalization and sector.
- Managed solutions that rebalance investments to ensure that a chosen mix of investments and risk and return is maintained. These solutions include IG Core Portfolios, IG Managed Payout Portfolios, Investors Portfolios, IG Climate Action Portfolios, IG U.S. Taxpayer Portfolios, IG Target Education Portfolios, and IG Managed Risk Portfolios.
- **iProfile™ Portfolios** – iProfile Portfolios are a suite of four managed solutions that provide comprehensive diversification and are designed to suit personal preferences for risk tolerance and investment goals. These portfolios provide exposure similar to the investments of the iProfile Private Pools.
- **iProfile™ Private Portfolios** – iProfile Private Portfolios are model portfolios comprised of iProfile Private Pools, available for households with investments held at IG Wealth Management in excess of \$250,000. iProfile Private Portfolios have been designed to deliver strong risk-adjusted returns by diversifying across asset classes, management styles and geographic regions. The portfolios include discretionary

model portfolios and six iProfile Private Pools to support the new models: three iProfile Active Allocation Private Pools, iProfile Alternatives Private Pool with mandates including long-short, global macro and global equity hedge strategies, iProfile ETF Private Pool providing exposure through exchange traded funds (ETF) and iProfile Low Volatility Private Pool with Canadian, U.S., International and Emerging Market geographic coverage.

- Segregated funds that provide for long-term investment growth potential combined with risk management, benefit guarantee features and estate planning efficiencies.
- Separately managed accounts (discretionary dealer-managed accounts).

We have incorporated investments in private assets with the introduction of a Private Credit Mandate in the iProfile Fixed Income Private Pool. The pool has committed to three Northleaf Capital Partners' private credit investments that focus on loans to middle market companies in North America and Europe, as well as to investments managed by BlackRock, PIMCO and Sagard. Private Investment Mandates are also included in both the iProfile Canadian Equity Private Pool and the iProfile U.S. Equity Private Pool. Both of these mandates intend to provide investors with enhanced diversification and long-term capital appreciation through exposure to investments in privately held companies. The iProfile Canadian Equity Private Pool has made a commitment to the Northleaf Growth Fund and the iProfile U.S. Equity Private Pool has made a commitment to the Northleaf Capital Opportunities Fund.

IG Wealth Management monitors its investment performance by comparing to certain benchmarks. Morningstar<sup>†</sup> fund ranking service is one of the rankings monitored when determining fund performance.

At June 30, 2023, 88.6% of IG Wealth Management mutual fund assets had a rating of three stars or better from Morningstar<sup>†</sup> fund ranking service and 61.6% had a rating of four or five stars. This compared to the Morningstar<sup>†</sup> universe of 86.1% for three stars or better and 52.0% for four and five star funds at June 30, 2023. Morningstar<sup>†</sup> Ratings are an objective, quantitative measure of a fund's three, five and ten year risk-adjusted performance relative to comparable funds.

## Wealth Management Assets Under Management and Advisement

Assets under management and advisement are key performance indicators for the Wealth Management segment.

Wealth Management's assets under advisement were \$147.8 billion at June 30, 2023, an increase of 10.2% from June 30, 2022. The level of assets under advisement are

influenced by three factors: client inflows, client outflows and investment returns.

Changes in Wealth Management assets under advisement for the periods under review are reflected in Table 8.

## IG Wealth Management Assets Under Management and Advisement

Assets under advisement (AUA) are a key performance indicator for IG Wealth Management. AUA represents savings and investment products, including assets under management where we provide investment management services, that are held within our clients' accounts. Advisory fees are charged based on an annual percentage of substantially all AUA, through the IG Advisory Account fee, and represent the

majority of the fees earned from our clients. Our advisors' compensation is also based on AUA and net assets contributed by our clients.

Assets under advisement were \$116.8 billion at June 30, 2023, an increase of 10.8% from June 30, 2022, and mutual fund assets under management were \$104.8 billion, an increase of 8.4%.

Changes in IG Wealth Management assets under advisement and management for the periods under review are reflected in Tables 9 and 10.

For the quarter ended June 30, 2023, gross client inflows of IG Wealth Management assets under advisement were \$2.8 billion, a decrease of 8.9% from \$3.1 billion in the comparable period in 2022. Net client outflows were \$424 million, a decrease from net client inflows of \$389 million

**Table 8: Change in Assets Under Advisement – Wealth Management**

Three months ended (\$ millions)				Change		
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30	
IG gross client inflows	\$ 2,795	\$ 3,663	\$ 3,068	(23.7)%	(8.9)%	
IG gross client outflows	3,219	3,159	2,679	1.9	20.2	
IG net flows	(424)	504	389	N/M	N/M	
Discontinued operations	(88)	313	11	N/M	N/M	
<b>Net flows<sup>(1)</sup></b>	<b>(511)</b>	<b>818</b>	<b>402</b>	<b>N/M</b>	<b>N/M</b>	
Investment returns	1,521	5,618	(14,248)	(72.9)	N/M	
Net change in assets	1,010	6,436	(13,846)	(84.3)	N/M	
Beginning assets	146,792	140,356	148,005	4.6	(0.8)	
<b>Ending assets under advisement</b>	<b>\$ 147,802</b>	<b>\$ 146,792</b>	<b>\$ 134,159</b>	<b>0.7 %</b>	<b>10.2 %</b>	
IG Wealth Management	116,814	115,873	105,474	0.8	10.8	
Discontinued operations	30,995	30,926	28,692	0.2	8.0	
<b>Average assets under advisement</b>	<b>\$ 146,940</b>	<b>\$ 145,186</b>	<b>\$ 140,997</b>	<b>1.2 %</b>	<b>4.2 %</b>	
IG Wealth Management	116,057	114,650	110,700	1.2	4.8	
Discontinued operations	30,891	30,543	30,306	1.1	1.9	
<b>Six months ended</b> (\$ millions)				2023 Jun. 30	2022 Jun. 30	Change
IG gross client inflows				\$ 6,458	\$ 7,068	(8.6)%
IG gross client outflows				6,378	5,213	22.3
IG net flows				80	1,855	(95.7)
Discontinued operations				225	171	31.6
<b>Net flows<sup>(1)</sup></b>				<b>307</b>	<b>2,029</b>	<b>(84.9)</b>
Investment returns				7,139	(20,493)	N/M
Net change in assets				7,446	(18,464)	N/M
Beginning assets				140,356	152,623	(8.0)
<b>Ending assets under advisement</b>				<b>\$ 147,802</b>	<b>\$ 134,159</b>	<b>10.2 %</b>
IG Wealth Management				116,814	105,474	10.8
Discontinued operations				30,995	28,692	8.0
<b>Average assets under advisement</b>				<b>\$ 146,068</b>	<b>\$ 144,637</b>	<b>1.0 %</b>
IG Wealth Management				115,357	113,484	1.7
Discontinued operations				30,718	31,162	(1.4)

(1) Consolidated results eliminate double counting where business is reflected within multiple segments.

**Table 9: Change in Assets Under Advisement – IG Wealth Management**

<i>Three months ended</i> (\$ millions)	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	Change	
				2023 Mar. 31	2022 Jun. 30
Gross client inflows	\$ 2,795	\$ 3,663	\$ 3,068	(23.7)%	(8.9)%
Gross client outflows	3,219	3,159	2,679	1.9	20.2
<b>Net flows</b>	<b>(424)</b>	<b>504</b>	<b>389</b>	<b>N/M</b>	<b>N/M</b>
Investment returns	1,365	4,553	(11,196)	(70.0)	N/M
Net change in assets	941	5,057	(10,807)	(81.4)	N/M
Beginning assets	115,873	110,816	116,281	4.6	(0.4)
<b>Ending assets</b>	<b>\$ 116,814</b>	<b>\$ 115,873</b>	<b>\$ 105,474</b>	<b>0.8 %</b>	<b>10.8 %</b>
<b>Daily average assets under advisement</b>	<b>\$ 116,057</b>	<b>\$ 114,650</b>	<b>\$ 110,700</b>	<b>1.2 %</b>	<b>4.8 %</b>

<i>Six months ended</i> (\$ millions)	2023 Jun. 30	2022 Jun. 30	Change	
			2023 Jun. 30	2022 Jun. 30
Gross client inflows	\$ 6,458	\$ 7,068		(8.6)%
Gross client outflows	6,378	5,213		22.3
<b>Net flows</b>	<b>80</b>	<b>1,855</b>		<b>(95.7)</b>
Investment returns	5,918	(15,938)		N/M
Net change in assets	5,998	(14,083)		N/M
Beginning assets	110,816	119,557		(7.3)
<b>Ending assets</b>	<b>\$ 116,814</b>	<b>\$ 105,474</b>		<b>10.8 %</b>
<b>Daily average assets under advisement</b>	<b>\$ 115,357</b>	<b>\$ 113,484</b>		<b>1.7 %</b>

**Table 10: Change in Assets Under Management – IG Wealth Management**

<i>Three months ended</i> (\$ millions)	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	Change	
				2023 Mar. 31	2022 Jun. 30
Sales	\$ 2,581	\$ 3,021	\$ 2,590	(14.6)%	(0.3)%
Redemptions	3,090	3,294	2,689	(6.2)	14.9
<b>Net sales (redemptions)</b>	<b>(509)</b>	<b>(273)</b>	<b>(99)</b>	<b>(86.4)</b>	<b>N/M</b>
Investment returns	1,201	5,067	(10,485)	(76.3)	N/M
Net change in assets	692	4,794	(10,584)	(85.6)	N/M
Beginning assets	104,069	99,275	107,187	4.8	(2.9)
<b>Ending assets</b>	<b>\$ 104,761</b>	<b>\$ 104,069</b>	<b>\$ 96,603</b>	<b>0.7 %</b>	<b>8.4 %</b>
<b>Daily average assets under management</b>	<b>\$ 104,221</b>	<b>\$ 103,321</b>	<b>\$ 101,810</b>	<b>0.9 %</b>	<b>2.4 %</b>
<b>Managed asset net sales</b>					
Investment fund net sales	\$ (514)	\$ (296)	\$ (99)	(73.6)%	N/M %
Mackenzie net sales through Wealth Management	5	23	(6)	(78.3)	N/M
	<b>\$ (509)</b>	<b>\$ (273)</b>	<b>\$ (105)</b>	<b>(86.4)%</b>	<b>N/M %</b>

<i>Six months ended</i> (\$ millions)	2023 Jun. 30	2022 Jun. 30	Change	
			2023 Jun. 30	2022 Jun. 30
Sales	\$ 5,602	\$ 6,492		(13.7)%
Redemptions	6,384	5,327		19.8
<b>Net sales (redemptions)</b>	<b>(782)</b>	<b>1,165</b>		<b>N/M</b>
Investment returns	6,268	(15,103)		N/M
Net change in assets	5,486	(13,938)		N/M
Beginning assets	99,275	110,541		(10.2)
<b>Ending assets</b>	<b>\$ 104,761</b>	<b>\$ 96,603</b>		<b>8.4 %</b>
<b>Daily average assets under management</b>	<b>\$ 103,774</b>	<b>\$ 104,594</b>		<b>(0.8)%</b>
<b>Managed asset net sales</b>				
Investment fund net sales	\$ (810)	\$ 1,165		N/M %
Mackenzie net sales through Wealth Management	28	(1)		N/M
	<b>\$ (782)</b>	<b>\$ 1,164</b>		<b>N/M %</b>

in the comparable period in 2022. During the second quarter, investment returns resulted in an increase of \$1.4 billion in assets under advisement compared to a decrease of \$11.2 billion in the second quarter of 2022.

For the six months ended June 30, 2023, gross client inflows of IG Wealth Management assets under advisement were \$6.5 billion and represented a decrease of 8.6% from \$7.1 billion in the comparable period in 2022. Net client inflows were \$0.1 billion in the six month period, a decrease of \$1.8 billion from net client inflows of \$1.9 billion in the comparable period in 2022. During 2023, investment returns resulted in an increase of \$5.9 billion in assets under advisement compared to a decrease of \$15.9 billion in 2022.

Changes in mutual fund assets under management for the periods under review are reflected in Table 10.

At June 30, 2023, \$83.2 billion, or 80% of IG Wealth Management's mutual fund assets under management, were in products with unbundled fee structures, up 15.2% from \$72.2 billion at June 30, 2022 which represented 75% of assets under management.

### **Change in Assets Under Management and Advisement – 2023 vs. 2022**

IG Wealth Management's assets under advisement were \$116.8 billion at June 30, 2023, an increase of 10.8% from \$105.5 billion at June 30, 2022. IG Wealth Management's mutual fund assets under management were \$104.8 billion at June 30, 2023, representing an increase of 8.4% from \$96.6 billion at June 30, 2022. Average daily mutual fund assets were \$104.2 billion in the second quarter of 2023, up 2.4% from \$101.8 billion in the second quarter of 2022. Average daily mutual fund assets were \$103.8 billion for the six months ended June 30, 2023, down 0.8% from \$104.6 billion in 2022.

For the quarter ended June 30, 2023, sales of IG Wealth Management mutual funds through its advisor network were \$2.6 billion, a decrease of 0.3% from the comparable period in 2022. Mutual fund redemptions totalled \$3.1 billion, an increase of 14.9% from 2022. IG Wealth Management mutual fund net redemptions for the second quarter of 2023 were \$509 million compared with net redemptions of \$99 million in 2022. During the second quarter, investment returns resulted in an increase of \$1.2 billion in mutual fund assets compared to a decrease of \$10.5 billion in the second quarter of 2022.

IG Wealth Management's annualized quarterly redemption rate for long-term funds was 11.5% in the second quarter of 2023, compared to 10.2% in the second quarter of 2022. IG Wealth Management's twelve month trailing redemption rate for long-term funds was 11.1% at June 30, 2023, compared to 9.1% at June 30, 2022, and remains well below the corresponding

average redemption rate for all other members of the Investment Funds Institute of Canada (IFIC) of approximately 15.5% at June 30, 2023. IG Wealth Management's redemption rate has been very stable compared to the overall mutual fund industry, reflecting our focus on financial planning.

For the six months ended June 30, 2023, sales of IG Wealth Management mutual funds through its Consultant network were \$5.6 billion, a decrease of 13.7% from 2022. Mutual fund redemptions totalled \$6.4 billion, an increase of 19.8% from 2022. Net redemptions of IG Wealth Management mutual funds were \$0.8 billion compared with net sales of \$1.2 billion in 2022. During 2023, investment returns resulted in an increase of \$6.3 billion in mutual fund assets compared to a decrease of \$15.1 billion in 2022.

### **Change in Assets Under Management and Advisement – Q2 2023 vs. Q1 2023**

IG Wealth Management's assets under advisement were \$116.8 billion at June 30, 2023, an increase of 0.8% from \$115.9 billion at March 31, 2023. IG Wealth Management's mutual fund assets under management were \$104.8 billion at June 30, 2023, an increase of 0.7% from \$104.1 billion at March 31, 2023. Average daily mutual fund assets were \$104.2 billion in the second quarter of 2023 compared to \$103.3 billion in the first quarter of 2023, an increase of 0.9%.

For the quarter ended June 30, 2023, sales of IG Wealth Management mutual funds through its advisor network were \$2.6 billion, a decrease of 14.6% from the first quarter of 2023. Mutual fund redemptions, which totalled \$3.1 billion for the second quarter, decreased 6.2% from the previous quarter, and the annualized quarterly redemption rate was 11.5% in the second quarter compared to 12.6% in the first quarter of 2023. IG Wealth Management mutual fund net redemptions were \$509 million for the current quarter compared to net redemptions of \$273 million in the previous quarter.

## **IG Wealth Management Other Products and Services**

### **Segregated Funds**

IG Wealth Management offers segregated funds which include the IG Series of Guaranteed Investment Funds (GIFs). Select GIF policies allow for a Lifetime Income Benefit (LIB) option to provide guaranteed retirement income for life. The investment components of these segregated funds are managed by IG Wealth Management. At June 30, 2023, total segregated fund assets were \$1.2 billion, compared to \$1.3 billion at June 30, 2022.

## Insurance

IG Wealth Management continues to be a leader in the distribution of life insurance in Canada. Through its arrangements with leading insurance companies, IG Wealth Management offers a broad range of term, universal life, whole life, disability, critical illness, long-term care, personal health care coverage and group insurance.

At June 30, 2023, total in-force policies were approximately 375 thousand with an insured value of \$104 billion, compared to approximately 378 thousand with an insured value of \$103 billion at June 30, 2022. Distribution of insurance products is enhanced through IG Wealth Management's Insurance Planning Specialists, located throughout Canada, who assist advisors with advanced estate planning solutions for high net worth clients.

## Securities Operations

Investors Group Securities Inc. is an investment dealer registered in all Canadian provinces and territories providing clients with securities services to complement their financial and investment planning. IG Wealth Management advisors can refer clients to one of our Wealth Planning Specialists available through Investors Group Securities Inc.

## Mortgage Banking Operations

Mortgages are offered to clients by IG Wealth Management. Licensed mortgage brokers are located throughout each province in Canada, and work with our clients and their advisors to develop mortgage and lending strategies that meet the individual needs and goals of each client as part of their comprehensive financial plan.

Mortgage fundings offered through IG Wealth Management for the three and six months ended June 30, 2023 were \$230 million and \$312 million compared to \$245 million and \$382 million in 2022, a decrease of 6.3% and 18.2%, respectively. At June 30, 2023, mortgages serviced totalled \$6.8 billion, compared to \$7.1 billion at June 30, 2022, a decrease of 5.2%.

## Review of Segment Operating Results

The Wealth Management segment's adjusted net earnings are presented in Table 11 and include the operations of IG Wealth Management and Investment Planning Counsel.

As a result of the sale of Investment Planning Counsel announced on April 3, 2023, the operating results of IPC included within the Wealth Management segment have been classified as discontinued operations and are shown as a separate line item in Table 11 for all periods under review.

## IG Wealth Management

IG Wealth Management's adjusted net earnings are presented within Table 11. Adjusted net earnings for the second quarter of 2023 were \$112.8 million, an increase of 6.7% from the second quarter in 2022 and an increase of 7.8% from the prior quarter. Adjusted net earnings for the six months ended June 30, 2023 were \$217.4 million, a decrease of 2.6% from 2022.

Adjusted earnings before interest and taxes for the second quarter of 2023 were \$176.8 million, an increase of 6.0% from

**Table 11: Operating Results – Wealth Management**

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Mar. 31	2022 Jun. 30
<b>IG Wealth Management</b>						
<b>Revenues</b>						
Wealth Management						
Advisory fees	\$ 295.6	\$ 290.7	\$ 284.6	1.7 %	3.9 %	
Product and program fees	222.3	218.7	218.5	1.6	1.7	
	517.9	509.4	503.1	1.7	2.9	
Redemption fees	0.3	0.6	1.1	(50.0)	(72.7)	
Other financial planning revenues	35.8	25.7	31.1	39.3	15.1	
Total Wealth Management	554.0	535.7	535.3	3.4	3.5	
Net investment income and other	4.0	3.4	(1.3)	17.6	N/M	
	558.0	539.1	534.0	3.5	4.5	
<b>Expenses</b>						
Advisory and business development						
Asset-based compensation	146.4	144.4	138.3	1.4	5.9	
Sales-based compensation	22.4	21.5	18.6	4.2	20.4	
Other						
Other product commissions	16.0	14.8	14.6	8.1	9.6	
Business development	48.2	42.3	50.5	13.9	(4.6)	
	64.2	57.1	65.1	12.4	(1.4)	
Total advisory and business development	233.0	223.0	222.0	4.5	5.0	
Operations and support	105.2	108.2	103.2	(2.8)	1.9	
Sub-advisory	43.0	42.6	42.0	0.9	2.4	
	381.2	373.8	367.2	2.0	3.8	
Adjusted earnings before interest and taxes <sup>(1)</sup>	176.8	165.3	166.8	7.0	6.0	
Interest expense	24.0	22.3	22.4	7.6	7.1	
Adjusted earnings before income taxes <sup>(1)</sup>	152.8	143.0	144.4	6.9	5.8	
Income taxes	40.0	38.4	38.7	4.2	3.4	
<b>Adjusted net earnings – continuing operations<sup>(1)</sup></b>	<b>112.8</b>	<b>104.6</b>	<b>105.7</b>	<b>7.8</b>	<b>6.7</b>	
<b>Net earnings – discontinued operations<sup>(2)</sup></b>	<b>4.0</b>	<b>3.0</b>	<b>3.1</b>	<b>33.3</b>	<b>29.0</b>	
Adjusted net earnings <sup>(1)</sup>	116.8	107.6	108.8	8.6	7.4	
Non-controlling interest	-	0.2	-	(100.0)	-	
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 116.8</b>	<b>\$ 107.4</b>	<b>\$ 108.8</b>	<b>8.8 %</b>	<b>7.4 %</b>	

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) IPC segment operating results.



**Table 11: Operating Results – Wealth Management (continued)**

<i>Six months ended</i> (\$ millions)	2023 Jun. 30	2022 Jun. 30	Change
<b>IG Wealth Management</b>			
<b>Revenues</b>			
Wealth Management			
Advisory fees	\$ 586.3	\$ 576.9	1.6 %
Product and program fees	441.0	446.3	(1.2)
	<b>1,027.3</b>	1,023.2	0.4
Redemption fees	0.9	2.5	(64.0)
Other financial planning revenues	61.5	70.8	(13.1)
Total Wealth Management	<b>1,089.7</b>	1,096.5	(0.6)
Net investment income and other	7.4	(1.9)	N/M
	<b>1,097.1</b>	1,094.6	0.2
<b>Expenses</b>			
Advisory and business development			
Asset-based compensation	290.8	282.0	3.1
Sales-based compensation	43.9	36.0	21.9
Other			
Other product commissions	30.8	31.8	(3.1)
Business development	90.5	97.0	(6.7)
	<b>121.3</b>	128.8	(5.8)
Total advisory and business development	<b>456.0</b>	446.8	2.1
Operations and support	213.4	211.9	0.7
Sub-advisory	85.6	86.6	(1.2)
	<b>755.0</b>	745.3	1.3
Adjusted earnings before interest and taxes <sup>(1)</sup>	<b>342.1</b>	349.3	(2.1)
Interest expense	46.3	44.5	4.0
Adjusted earnings before income taxes <sup>(1)</sup>	<b>295.8</b>	304.8	(3.0)
Income taxes	78.4	81.5	(3.8)
<b>Adjusted net earnings – continuing operations<sup>(1)</sup></b>	<b>217.4</b>	223.3	(2.6)
<b>Net earnings – discontinued operations<sup>(2)</sup></b>	<b>7.0</b>	6.9	1.4
Adjusted net earnings <sup>(1)</sup>	<b>224.4</b>	230.2	(2.5)
Non-controlling interest	0.2	–	N/M
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 224.2</b>	\$ 230.2	(2.6)%

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

(2) IPC segment operating results.

the second quarter in 2022 and an increase of 7.0% from the prior quarter. Adjusted earnings before interest and taxes for the six months ended June 30, 2023 were \$342.1 million, a decrease of 2.1% from 2022.

## 2023 vs. 2022

### Fee Income

Advisory fees include fees for providing financial advice to clients including fees related to the distribution of products, and depend largely on the level and composition of assets under advisement. Advisory fees were \$295.6 million in the second quarter of 2023, an increase of \$11.0 million or 3.9% from \$284.6 million in 2022. For the six months ended

June 30, 2023, advisory fees were \$586.3 million, an increase of \$9.4 million or 1.6% from \$576.9 million in 2022.

The increase in advisory fees in the three months ending June 30, 2023 was primarily due to the increase in average assets under advisement of 4.8%, as shown in Table 9, partially offset by a decrease in the advisory fee rate. The increase in advisory fees in the six months ending June 30, 2023 was primarily due to the increase in average assets under advisement of 1.7%, as shown in Table 9. The average advisory fee rate for the second quarter was 102.2 basis points of average assets under advisement compared to 103.1 basis points in 2022. The average advisory fee rate for the six months ended June 30, 2023, was 102.5 basis points of average assets under advisement, unchanged from 2022.



Product and program fees depend largely on the level and composition of mutual fund assets under management. Product and program fees totalled \$222.3 million in the current quarter, up 1.7% from \$218.5 million a year ago primarily due to the increase in average assets under management of 2.4%, as shown in Table 10. Product and program fees were \$441.0 million for the six month period ended June 30, 2023 compared to \$446.3 million in 2022, decrease of 1.2% primarily due to the decrease in average assets under management of 0.8%, as shown in Table 10. The average product and program fee rate for the second quarter and the six month period of 2023 was 85.8 basis points of assets under management compared to 86.1 basis points in the comparable periods in 2022. Changes in the average product and program fee rate reflected price reductions in certain funds and changes in product mix.

Other financial planning revenues are primarily earned from:

- Mortgage banking operations
- Distribution of insurance products through I.G. Insurance Services Inc.
- Securities trading services provided through Investors Group Securities Inc.

Other financial planning revenues of \$35.8 million for the second quarter of 2023 increased by \$4.7 million from \$31.1 million in 2022. For the six month period, other financial planning revenues of \$61.5 million decreased by \$9.3 million from \$70.8 million in 2022. The change for the quarter was primarily due to higher earnings from mortgage banking operations and higher revenues from the distribution of insurance products. The change for the six months was primarily due to lower earnings from mortgage banking operations and lower revenues from the distribution of insurance products.

A summary of mortgage banking operations for the three and six month periods under review is presented in Table 12.

### **Net Investment Income and Other**

Net investment income and other consists of unrealized gains or losses on investments in proprietary funds in the three and six months ended June 30, 2023, and investment income earned on our cash and cash equivalents and securities and other income not related to our core business. It also includes a charge from the Strategic Investments and Other segment for the use of unallocated capital.

### **Expenses**

IG Wealth Management incurs advisory and business development expenses that include compensation paid to our advisors. The majority of these costs vary directly with asset or sales levels. Also included are other distribution and business

development activities which do not vary directly with asset or sales levels, such as direct marketing and advertising, financial planning specialist support and other costs incurred to support our advisor networks. These expenses tend to be discretionary or vary based upon the number of advisors or clients.

Asset-based compensation fluctuates with the value of assets under advisement. Asset-based compensation increased by \$8.1 million and \$8.8 million for the three and six month periods ended June 30, 2023 to \$146.4 million and \$290.8 million, respectively, compared to 2022. The increase for both the three and six month periods was primarily due to increases in assets under advisement, deferred selling commission units maturing and other compensation changes.

IG Wealth Management sales-based compensation is based upon the level of new assets contributed to client accounts at IG Wealth Management (subject to eligibility requirements). All sales-based compensation payments are capitalized and amortized as they reflect incremental costs to obtain a client contract. Sales-based compensation was \$22.4 million for the second quarter of 2023, an increase of \$3.8 million from \$18.6 million in 2022. For the six month period, sales-based compensation expense was \$43.9 million, an increase of \$7.9 million from \$36.0 million in 2022.

Other advisory and business development expenses were \$64.2 million in the second quarter of 2023, compared to \$65.1 million in 2022, a decrease of \$0.9 million. Other advisory and business development expenses were \$121.3 million in the six months ended June 30, 2023, compared to \$128.8 million in 2022. The decrease in the six month period was primarily due to decreases in other advisor program expenses and distribution of insurance products.

Operations and support includes costs that support our wealth management and other general and administrative functions such as product management, technology and operations, as well as other functional business units and corporate expenses. Operations and support expenses were \$105.2 million for the second quarter of 2023 compared to \$103.2 million in 2022, an increase of \$2.0 million. For the six month period, operations and support expenses were \$213.4 million in 2023 compared to \$211.9 million in 2022, an increase of \$1.5 million or 0.7%.

Sub-advisory expenses were \$43.0 million for the second quarter of 2023 compared to \$42.0 million in 2022, an increase of \$1.0 million or 2.4%. For the six month period, sub-advisory expenses were \$85.6 million in 2023 compared to \$86.6 million in 2022, a decrease of \$1.0 million or 1.2%. The change in both periods was primarily due to changes in assets under management.

**Table 12: Mortgage Banking Operations – IG Wealth Management**

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Jun. 30	2022 Jun. 30
<b>Total mortgage banking income</b>						
Net interest income on securitized loans						
Interest income	\$ 36.9	\$ 36.4	\$ 30.1		1.4 %	22.6 %
Interest expense	33.8	33.6	23.5		0.6	43.8
Net interest income	3.1	2.8	6.6		10.7	(53.0)
Gains (losses) on sales <sup>(1)</sup>	–	(1.0)	(2.8)		100.0	100.0
Fair value adjustments	1.3	(3.3)	(0.4)		N/M	N/M
Other	3.6	2.3	1.1		56.5	227.3
	\$ 8.0	\$ 0.8	\$ 4.5		N/M %	77.8 %
<b>Average mortgages serviced</b>						
Securitized	\$ 4,577	\$ 4,636	\$ 4,711		(1.3)%	(2.8)%
Other	2,165	2,164	2,444		–	(11.4)
	\$ 6,742	\$ 6,800	\$ 7,155		(0.9)%	(5.8)%
<b>Mortgage sales to:<sup>(2)</sup></b>						
Securitized	\$ 231	\$ 175	\$ 252		32.0 %	(8.3)%
Other <sup>(1)</sup>	–	108	132		(100.0)	(100.0)
	\$ 231	\$ 283	\$ 384		(18.4)%	(39.8)%
<b>Six months ended</b>						
<i>(\$ millions)</i>		2023		2022		Change
		Jun. 30		Jun. 30		
<b>Total mortgage banking income</b>						
Net interest income on securitized loans						
Interest income			\$ 73.3	\$ 60.9		20.4 %
Interest expense			67.4	47.6		41.6
Net interest income			5.9	13.3		(55.6)
Gains (losses) on sales <sup>(1)</sup>			(1.0)	(3.5)		(71.4)
Fair value adjustments			(2.0)	3.6		N/M
Other			5.9	1.4		N/M
			\$ 8.8	\$ 14.8		(40.5)%
<b>Average mortgages serviced</b>						
Securitized			\$ 4,607	\$ 4,814		(4.3)%
Other			2,165	2,419		(10.5)
			\$ 6,772	\$ 7,233		(6.4)%
<b>Mortgage sales to:<sup>(2)</sup></b>						
Securitized			\$ 406	\$ 386		5.2 %
Other <sup>(1)</sup>			108	355		(69.6)
			\$ 514	\$ 741		(30.6)%

(1) Represents sales to institutional investors through private placements and to IG Mackenzie Mortgage and Short Term Income Fund, as well as gains (losses) realized on those sales.

(2) Represents principal amounts sold.

### Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled \$24.0 million in the second quarter of 2023, compared to \$22.4 million in 2022. For the six month period, interest expense totalled \$46.3 million compared to \$44.5 million in 2022. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt to IG Wealth Management. The allocation of debt increased to \$1.95 billion

during the second quarter of 2023, as a result of the issuance of long-term debt by IGM Financial. Previously, the allocation was \$1.7 billion.

### Q2 2023 vs. Q1 2023

#### Fee Income

Advisory fee income increased by \$4.9 million or 1.7% to \$295.6 million in the second quarter of 2023 compared with the first quarter of 2023. The increase in advisory fees in the

second quarter was primarily due to the increase in average assets under advisement of 1.2% for the quarter, as shown in Table 9, and the impact of one additional calendar day in the second quarter compared to the first quarter. The average advisory fee rate for the second quarter was 102.2 basis points of average assets under management, compared to 102.8 basis points in the first quarter, primarily due to client mix.

Product and program fees were \$222.3 million in the second quarter of 2023, an increase of \$3.6 million from \$218.7 million in the first quarter of 2023. The increase was primarily due to the increase in average assets under management of 0.9%, as shown in Table 10, and one additional calendar day in the second quarter. The average product and program fee rate was 85.8 basis points in the current quarter, unchanged from the first quarter.

Other financial planning revenues of \$35.8 million in the second quarter of 2023 increased by \$10.1 million from \$25.7 million in the first quarter due to an increase in earnings from the mortgage banking operations and higher revenues from the distribution of insurance products.

## **Expenses**

Advisory and business development expenses in the current quarter were \$233.0 million, an increase of \$10.0 million from \$223.0 million in the previous quarter primarily due to increases in asset based compensation as a result of higher assets and seasonality of expenses.

Operations and support expenses were \$105.2 million for the second quarter of 2023 compared to \$108.2 million in the previous quarter.

## **Investment Planning Counsel – Discontinued Operations**

### **2023 vs. 2022**

Adjusted net earnings related to Investment Planning Counsel were \$0.9 million and \$0.1 million higher in the three and six month periods ended June 30, 2023 than the comparable periods in 2022.

### **Q2 2023 vs. Q1 2023**

Adjusted net earnings related to Investment Planning Counsel were \$1.0 million higher in the second quarter of 2023 compared to the prior quarter.

# Asset Management

The Asset Management segment includes Mackenzie Investments (Mackenzie).

Asset Management revenue reflects:

- **Net asset management fees – third party** includes fees received from our mutual funds and fees from third parties for investment management services. Compensation paid to dealers offsets the fees earned.
- **Asset management fees – Wealth Management** includes fees received from the Wealth Management segment. Wealth

Management is considered a client of the Asset Management segment and transfer pricing is based on values for similar sized asset management mandates.

Assets managed for IG Wealth Management are included in the Asset Management segment's assets under management.

Debt and interest expense is allocated to each IGM Financial segment based on management's assessment of: i) capacity to service the debt, and ii) where the debt is being serviced. Income taxes are also reported in each segment.

## Review of the Business

Mackenzie Investments is a diversified asset management solutions provider founded in 1967. We provide investment management and related services with a wide range of investment mandates through a boutique structure and using multiple distribution channels. We are committed to delivering strong investment performance for our clients by drawing on more than 50 years of investment management experience.

Mackenzie earns asset management fees primarily from:

- Management fees earned from its investment funds, sub-advised accounts and institutional clients.
- Fees earned from its mutual funds for administrative services.
- Redemption fees on deferred sales charge and low load units.

The largest component of Mackenzie's revenues is management fees. The amount of management fees depends on the level and composition of assets under management. Management fee rates vary depending on the investment objective and the account type of the underlying assets under management. Equity based mandates have higher management fee rates than fixed income mandates and retail mutual fund accounts have higher management fee rates than exchange traded funds, sub-advised accounts and institutional accounts.

## Asset Management Strategy

Mackenzie undertook a review of its strategic framework in the first quarter and the overall strategy and focus remains largely intact. Additions to our framework include an explicit emphasis on being committed to the success of our clients and on having the best minds in the investment industry, both of which are defining features of our approach.

Mackenzie's mission is to create a more invested world, together.

Mackenzie's objective is to become Canada's preferred global asset management solutions provider and business partner.

Mackenzie's strategic mandates are: win Canadian retail; build meaningful strategic partnerships; and develop presence in underpenetrated channels with a targeted approach. We achieve our strategic mandates with the following focus areas:

- Continuously improving distribution with a segmented approach;
- Delivering competitive risk adjusted investment performance;
- Advancing brand leadership;
- Creating innovative and relevant products and solutions;
- Encouraging a sustainable future;
- Ensuring operational excellence and efficiency;
- Fostering a high performing, diverse and winning culture.

Our focus areas drive future business growth. We aim to achieve this by being committed to the success of our clients, attracting and fostering the best minds in the investment industry, maintaining a boutique investment approach, having an innovative and future oriented product focus, and being responsible in everything we do.

Our investment management capabilities are delivered through a boutique structure, with separate in-house teams having distinct focuses and diverse styles. Our research and portfolio management teams are located in Toronto, Montreal, Winnipeg, Vancouver, Boston, Dublin and Hong Kong. In addition, our ownership interest in Northleaf enhances our investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients and our

ownership interest in ChinaAMC offers our clients access to Chinese capital markets. We also supplement our investment capabilities with strategic partners (third party sub-advisors) in selected areas. The development of a broad range of investment capabilities and products is a key strength in supporting the evolving financial needs of investors.

Our business focuses on three key distribution channels: retail, strategic alliances and institutional.

Mackenzie primarily distributes its retail investment products through third-party financial advisors. Our sales teams work with many of the more than 30,000 independent financial advisors and their firms across Canada. Our innovative, comprehensive lineup of investment solutions covers all asset classes and parts of the globe. We offer a range of relevant products and investment solutions designed to help advisors meet the evolving needs of their clients. We regularly introduce new funds and we may merge or streamline our fund offerings to provide enhanced investment solutions.

In addition to our retail distribution team, Mackenzie also has specialty teams focused on strategic alliances and the institutional marketplace.

Within the strategic alliance channel, Mackenzie offers certain series of our mutual funds and provides sub-advisory services to third-party and related party investment programs offered by banks, insurance companies and other investment companies. Strategic alliances with related parties include providing advisory services to IG Wealth Management, Investment Planning Counsel and Great-West Lifeco Inc. (Lifeco) subsidiaries. Mackenzie partners with Wealthsimple to distribute ETFs through their product shelf and serves as one of two exclusive investment solutions providers to PFSL Investment Canada Ltd. (Primerica) and launched a suite of 25 funds designed to address the specific needs of Primerica advisors and their clients. Within the strategic alliance channel, Mackenzie's primary distribution relationship is with the head office of the respective bank, insurance company or investment company.

In the institutional channel, Mackenzie provides investment management services to pension plans, foundations and other institutions. We attract new institutional business through our relationships with pension and management consultants.

Gross sales and redemption activity in strategic alliance and institutional accounts can be more pronounced than in the retail channel, given the relative size and the nature of the distribution relationships of these accounts. These accounts are also subject to ongoing reviews and rebalance activities which may result in a significant change in the level of assets under management.

Mackenzie continues to be positioned to build and enhance our distribution relationships given our team of experienced investment professionals, strength of our distribution network, broad product shelf, competitively priced products and our focus on client experience and investment excellence.

## Brand

During the first quarter of 2023, Mackenzie launched its new brand platform "Be Invested" to reinforce to advisors and investors the importance of remaining invested across all market cycles. This new platform is an extension of Mackenzie's mission "to create an invested world together".

## Assets Under Management

The changes in total assets under management are summarized in Table 13 and the changes in investment fund assets under management are summarized in Table 14. Assets managed for the Wealth Management segment are included in total assets under management.

At June 30, 2023, Mackenzie's total assets under management were \$193.3 billion, an increase of 4.7% from \$184.7 billion last year. Mackenzie's total third party assets under management were \$116.6 billion, an increase of 4.2% from \$111.9 billion last year. The change in Mackenzie's assets under management is determined by investment returns and net contributions from our clients.

### Change in Assets Under Management – 2023 vs. 2022

Mackenzie's total assets under management at June 30, 2023 were \$193.3 billion, an increase of 4.7% from \$184.7 billion at June 30, 2022. Third party assets under management were \$116.6 billion, an increase of 4.2% from \$111.9 billion at June 30, 2022.

Investment fund assets under management were \$61.5 billion at June 30, 2023, compared to \$58.9 billion at June 30, 2022, an increase of 4.4%. Mackenzie's mutual fund assets under management of \$56.4 billion increased by 5.2% from \$53.6 billion at June 30, 2022. Mackenzie's ETF assets excluding ETFs held within IGM Financial's managed products were \$5.2 billion at June 30, 2023, a decrease of 3.7% from \$5.4 billion at June 30, 2022. ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 compared to \$11.6 billion at June 30, 2022.

In the three months ended June 30, 2023, Mackenzie's mutual fund gross sales were \$1.7 billion consistent with 2022. Mutual fund redemptions in the current quarter were \$2.4 billion, a decrease of 2.0% from last year. Mutual fund net redemptions for the three months ended June 30, 2023 were \$701 million,

**Table 13: Change in Total Assets Under Management – Asset Management**

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Mar. 31	2022 Jun. 30
<b>Assets under management excluding sub-advisory to Canada Life and the Wealth Management Segment</b>						
Net sales (redemptions)						
Mutual funds	\$ (701)	\$ 86	\$ (758)		N/M %	7.5 %
ETF net creations	85	(14)	(61)		N/M	N/M
Investment funds <sup>(1)(2)</sup>	(616)	72	(819)		N/M	24.8
Sub-advisory, institutional and other accounts <sup>(3)</sup>	273	98	(133)		178.6	N/M
<b>Total net sales (redemptions)</b>	<b>(343)</b>	<b>170</b>	<b>(952)</b>		<b>N/M</b>	<b>64.0</b>
Investment returns	683	2,157	(6,989)		(68.3)	N/M
Net change in assets	340	2,327	(7,941)		(85.4)	N/M
Beginning assets	68,402	66,075	73,229		3.5	(6.6)
<b>Ending assets</b>	<b>\$ 68,742</b>	<b>\$ 68,402</b>	<b>\$ 65,288</b>		<b>0.5 %</b>	<b>5.3 %</b>
<b>Consolidated assets under management</b>						
Mutual funds	\$ 56,371	\$ 56,490	\$ 53,576		(0.2)%	5.2 %
ETFs	5,168	5,086	5,368		1.6	(3.7)
Investment funds <sup>(1)(2)</sup>	61,539	61,576	58,944		(0.1)	4.4
Sub-advisory, institutional and other accounts <sup>(3)</sup>	7,203	6,826	6,344		5.5	13.5
	68,742	68,402	65,288		0.5	5.3
Sub-advisory to Canada Life	47,871	48,582	46,575		(1.5)	2.8
Third party AUM	116,613	116,984	111,863		(0.3)	4.2
Sub-advisory and AUM to Wealth Management <sup>(2)</sup>	76,722	76,785	72,855		(0.1)	5.3
<b>Consolidated assets under management</b>	<b>\$ 193,335</b>	<b>\$ 193,769</b>	<b>\$ 184,718</b>		<b>(0.2)%</b>	<b>4.7 %</b>
<b>Average total assets under management<sup>(4)</sup></b>						
Third party AUM	\$ 116,318	\$ 115,717	\$ 118,478		0.5 %	(1.8)%
Consolidated	193,052	192,011	195,540		0.5	(1.3)
<b>Six months ended</b>						
<i>(\$ millions)</i>			2023 Jun. 30	2022 Jun. 30	Change	
<b>Assets under management excluding sub-advisory to Canada Life and the Wealth Management Segment</b>						
Net sales (redemptions)						
Mutual funds			\$ (615)	\$ (176)		N/M %
ETF net creations <sup>(5)</sup>			71	657		(89.2)
Investment funds <sup>(1)(2)</sup>			(544)	481		N/M
Sub-advisory, institutional and other accounts <sup>(3)</sup>			371	(560)		N/M
<b>Total net sales (redemptions)</b>			<b>(173)</b>	<b>(79)</b>		<b>(119.0)</b>
Investment returns			2,840	(10,943)		N/M
Net change in assets			2,667	(11,022)		N/M
Beginning assets			66,075	76,310		(13.4)
<b>Ending assets</b>			<b>\$ 68,742</b>	<b>\$ 65,288</b>		<b>5.3 %</b>
<b>Average total assets under management<sup>(4)</sup></b>						
Excluding sub-advisory to Wealth Management			\$ 115,957	\$ 121,939		(4.9)%
Consolidated			192,415	200,074		(3.8)

(1) Investment fund assets under management and net sales exclude investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.

(2) Effective January 2023, Mackenzie investment fund products sold through IG Wealth Management are reclassified from Investment funds to Sub-advisory and AUM to Wealth Management.

(3) Sub-advisory, institutional and other accounts

– During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million.

– During the first quarter of 2022, an institutional investor redeemed \$291 million within products Mackenzie sub-advises.

(4) Based on daily average investment fund assets and month-end average sub-advisory, institutional and other assets.

(5) ETFs – During the first quarter of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

**Table 14: Change in Investment Fund Assets Under Management – Asset Management<sup>(1)</sup>**

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Jun. 30	2022 Jun. 30
Sales	\$ 1,742	\$ 2,289	\$ 1,735		(23.9)%	0.4 %
Redemptions	2,443	2,203	2,493		10.9	(2.0)
Mutual fund net sales (redemptions)	(701)	86	(758)		N/M	7.5
ETF net creations	85	(14)	(61)		N/M	N/M
<b>Investment fund net sales (redemptions)<sup>(2)(3)</sup></b>	<b>(616)</b>	<b>72</b>	<b>(819)</b>		<b>N/M</b>	<b>24.8</b>
Investment returns	579	1,851	(6,376)		(68.7)	N/M
Net change in assets	(37)	1,923	(7,195)		N/M	99.5
Beginning assets	61,576	59,653	66,139		3.2	(6.9)
<b>Ending assets</b>	<b>\$ 61,539</b>	<b>\$ 61,576</b>	<b>\$ 58,944</b>		<b>(0.1)%</b>	<b>4.4 %</b>
<b>Consists of:</b>						
Mutual funds	\$ 56,371	\$ 56,490	\$ 53,576		(0.2)%	5.2 %
ETFs	5,168	5,086	5,368		1.6	(3.7)
Investment funds <sup>(3)</sup>	\$ 61,539	\$ 61,576	\$ 58,944		(0.1)%	4.4 %
<b>Daily average investment fund assets</b>	<b>\$ 61,201</b>	<b>\$ 60,886</b>	<b>\$ 62,527</b>		<b>0.5 %</b>	<b>(2.1)%</b>
<i>Six months ended</i> (\$ millions)			2023 Jun. 30	2022 Jun. 30	Change	
Sales			\$ 4,031	\$ 4,656	(13.4)%	
Redemptions			4,646	4,832	(3.8)	
Mutual fund net sales (redemptions)			(615)	(176)	N/M	
ETF net creations <sup>(4)</sup>			71	657	(89.2)	
<b>Investment fund net sales (redemptions)<sup>(2)(3)</sup></b>			<b>(544)</b>	<b>481</b>	<b>N/M</b>	
Investment returns			2,430	(9,899)	N/M	
Net change in assets			1,886	(9,418)	N/M	
Beginning assets			59,653	68,362	(12.7)	
<b>Ending assets</b>			<b>\$ 61,539</b>	<b>\$ 58,944</b>	<b>4.4 %</b>	
<b>Daily average investment fund assets</b>			<b>\$ 61,045</b>	<b>\$ 64,385</b>	<b>(5.2)%</b>	

(1) Investment fund assets under management and net sales excludes investments into Mackenzie mutual funds and ETFs by IGM Financial's investment funds.

(2) Total investment fund net sales and assets under management exclude Mackenzie mutual fund investments in ETFs.

(3) Effective January 2023, Mackenzie investment fund products sold through IG Wealth Management are reclassified from Investment funds to Sub-advisory and AUM to Wealth Management.

(4) ETFs - During the first quarter of 2022, Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs.

compared to net redemptions of \$758 million last year. In the three months ended June 30, 2023, ETF net creations were \$85 million compared to (\$61) million last year. Investment fund net redemptions in the current quarter were \$616 million compared to net redemptions of \$819 million last year. During the current quarter, investment returns resulted in investment fund assets increasing by \$0.6 billion compared to a decrease of \$6.4 billion last year.

Total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the three months ended June 30, 2023 were \$343 million compared to net redemptions of \$952 million last year. During the current quarter, investment returns resulted in assets increasing by \$0.7 billion compared to a decrease of \$7.0 billion last year.

During the second quarter of 2023, Mackenzie onboarded an institutional mandate of \$490 million. Excluding this

transaction, total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the three months ended June 2023 were \$833 million.

In the six months ended June 30, 2023, Mackenzie's mutual fund gross sales were \$4.0 billion, a decrease of 13.4% from \$4.7 billion in 2022. Mutual fund redemptions in the current period were \$4.6 billion, a decrease of 3.8% from last year. Mutual fund net redemptions for the six months ended June 30, 2023 were \$615 million, compared to net redemptions of \$176 million in 2022. In the six months ended June 30, 2023, ETF net creations were \$71 million compared to \$657 million last year. Investment fund net redemptions in the current period were \$544 million compared to net sales of \$481 million last year. During the current period, investment returns resulted in investment fund assets increasing by \$2.4 billion compared to a decrease of \$9.9 billion last year.



Redemptions of long-term mutual funds in the three and six months ended June 30, 2023, were \$2.4 billion and \$4.6 billion, respectively, compared to \$2.5 billion and \$4.8 billion last year. Mackenzie's annualized quarterly redemption rate for long-term mutual funds was 17.3% in the second quarter of 2023, compared to 17.4% in the second quarter of 2022. Mackenzie's twelve-month trailing redemption rate for long-term mutual funds was 16.2% at June 30, 2023, compared to 14.3% last year. The corresponding average twelve-month trailing redemption rate for long-term mutual funds for all other members of IFIC was approximately 15.2% at June 30, 2023. Mackenzie's twelve-month trailing redemption rate is comprised of the weighted average redemption rate for front-end load assets, deferred sales charge and low load assets with redemption fees, and deferred sales charge assets without redemption fees (matured assets). Generally, redemption rates for front-end load assets and matured assets are higher than the redemption rates for deferred sales charge and low load assets with redemption fees.

Total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the six months ended June 30, 2023 were \$173 million compared to net redemptions of \$79 million last year. During the six month period, investment returns resulted in assets increasing by \$2.8 billion compared to a decrease of \$10.9 billion last year.

During the six months ended June 30, 2022, an institutional investor redeemed \$291 million within products that Mackenzie sub-advises and Wealthsimple made allocation changes which resulted in \$675 million in purchases in Mackenzie ETFs. Excluding these two transactions and the 2023 institutional mandate onboarding of \$490 million discussed above, total net redemptions excluding sub-advisory to Canada Life and to the Wealth Management segment for the six months ended June 30, 2023 were \$663 million compared to \$463 million in 2022.

As at June 30, 2023, Mackenzie's sub-advisory to Canada Life were \$47.9 billion compared to \$46.6 billion at June 30, 2022.

As at June 30, 2023, Mackenzie's sub-advisory and AUM to the Wealth Management segment were \$76.7 billion or 70.0% of total Wealth Management assets under management compared to \$72.9 billion or 72.0% of total Wealth Management assets under management at June 30, 2022.

### Change in Assets Under Management – Q2 2023 vs. Q1 2023

Mackenzie's total assets under management at June 30, 2023 were \$193.3 billion, a decrease of 0.2% from \$193.8 billion at March 31, 2023. Third party assets under management were \$116.6 billion, a decrease of 0.3% from \$117.0 billion at March 31, 2023.

Investment fund assets under management were \$61.5 billion at June 30, 2023, a decrease of 0.1% from \$61.6 billion at

March 31, 2023. Mackenzie's mutual fund assets under management were \$56.4 billion at June 30, 2023, a decrease of 0.2% from \$56.5 billion at March 31, 2023. Mackenzie's ETF assets were \$5.2 billion at June 30, 2023 compared to \$5.1 billion at March 31, 2023. ETF assets inclusive of IGM Financial's managed products were \$12.9 billion at June 30, 2023 compared to \$12.8 billion at March 31, 2023.

For the quarter ended June 30, 2023, Mackenzie mutual fund gross sales were \$1.7 billion, a decrease of 23.9% from the first quarter of 2023. Mutual fund redemptions were \$2.4 billion, an increase of 10.9% from the first quarter of 2023. Net redemptions of Mackenzie mutual funds for the current quarter were \$701 million compared with net sales of \$86 million in the previous quarter.

Redemptions of long-term mutual fund assets in the current quarter were \$2.4 billion, compared to \$2.2 billion in the first quarter. Mackenzie's annualized quarterly redemption rate for long-term mutual funds for the current quarter was 17.3% compared to 15.9% in the first quarter.

For the quarter ended June 30, 2023, Mackenzie ETF net creations were \$85 million compared to (\$14) million in the first quarter.

Investment fund net redemptions in the current quarter were \$616 million compared to net sales of \$72 million in the first quarter.

As at June 30, 2023, Mackenzie's sub-advisory to Canada Life were \$47.9 billion compared to \$48.6 billion at March 31, 2023.

As at June 30, 2023, Mackenzie's sub-advisory and AUM to the Wealth Management segment were \$76.7 billion or 70.0% of total Wealth Management assets under management compared to \$76.8 billion or 70.5% of total Wealth Management assets under management at March 31, 2023.

## Investment Management

Mackenzie has \$193.3 billion in assets under management at June 30, 2023, including \$76.7 billion of sub-advisory mandates to the Wealth Management segment. It has teams located in Toronto, Montreal, Winnipeg, Vancouver, Boston, Dublin and Hong Kong.

We continue to deliver our investment offerings through a boutique structure, with separate in-house investment teams which each have a distinct focus and investment approach. Our investment team currently consists of 16 boutiques. This boutique approach promotes diversification of styles and ideas and provides Mackenzie with a breadth of capabilities. Oversight is conducted through a common process intended to promote superior risk-adjusted returns over time. This oversight process focuses on i) identifying and encouraging



each team's performance edge, ii) promoting best practices in portfolio construction, and iii) emphasizing risk management.

Mackenzie's 56% economic interest in Northleaf enhances its investment capabilities by offering global private equity, private credit and infrastructure investment solutions to our clients.

In addition to our own investment teams, Mackenzie supplements investment capabilities through the use of third party sub-advisors and strategic beta index providers in selected areas. These include Putnam Investments, TOBAM, ChinaAMC, and Impax Asset Management. With the launch of the suite of 25 Futurepath Funds for Primerica, the following third party sub-advisors were added: 1832 Asset Management, Addenda, Brandywine, Blackrock, and T. Rowe Price.

Long-term investment performance is a key measure of Mackenzie's ongoing success. At June 30, 2023, 61.8% of Mackenzie mutual fund assets were rated in the top two performance quartiles for the one year time frame, 36.1% for the three year time frame and 65.2% for the five year time frame. Mackenzie also monitors its fund performance relative to the ratings it receives on its mutual funds from the Morningstar<sup>†</sup> fund ranking service. At June 30, 2023, 84.9% of Mackenzie mutual fund assets measured by Morningstar<sup>†</sup> had a rating of three stars or better and 45.3% had a rating of four or five stars. This compared to the Morningstar<sup>†</sup> universe of 86.1% for three stars or better and 52.0% for four and five star funds at June 30, 2023.

## Products

Mackenzie continues to evolve its product shelf by providing enhanced investment solutions for financial advisors to offer their clients.

### Mutual Funds

Mackenzie manages its product shelf through new fund launches and fund mergers to streamline fund offerings for advisors and investors.

### Alternative Funds

Mackenzie currently has ten alternative funds including four products in collaboration with Northleaf Capital Partners (Northleaf) as part of its ongoing commitment to expand retail investor access to private market investment solutions.

## Exchange Traded Funds

The addition of Exchange Traded Funds (ETF) has complemented Mackenzie's broad and innovative fund line-up and reflects its investor-focused vision to provide advisors and investors with new solutions to drive investor outcomes and achieve their personal goals. These ETFs offer investors another investment option when building long-term diversified portfolios.

Mackenzie's current line-up consists of 46 ETFs: 25 active and strategic beta ETFs and 21 traditional index ETFs. ETF assets under management ended the quarter at \$12.9 billion, inclusive of \$7.7 billion in investments from IGM managed products. This ranks Mackenzie in sixth place in the Canadian ETF industry for assets under management.

### 2023 Launches

During the second quarter Mackenzie launched two mutual funds and one ETF:

- Mackenzie Corporate Knights Global 100 Index ETF and Mackenzie Corporate Knights Global 100 Index Fund allow investors to access opportunities within the Corporate Knights' top 100 global sustainable companies, which consists of a diverse selection of global companies with strong management, enduring financial strength and exceptional performance in 25 measures of sustainability developed and maintained by Corporate Knights.
- Mackenzie USD Global Dividend Fund allows investors to maintain their US dollar exposure, while taking advantage of investment opportunities by investing primarily in global equities that may be expected to pay dividends, using US dollars as its base currency.

Early in the third quarter of 2023, two new funds were launched as part of Mackenzie's FuturePath suite of mutual funds in partnership with Primerica Financial Services Ltd. ("Primerica"), to address the specific needs of Primerica advisors and their clients.

- Mackenzie FuturePath Shariah Global Equity Fund is an actively managed mutual fund that allows investors access to global, Shariah-compliant investing certified by Ratings Intelligence, an external, world-class Shariah advisory firm.
- Mackenzie FuturePath USD US Core Fund allows investors to access long-term capital growth by investing primarily in US dollar denominated equity securities of large capitalization companies in the United States.

# Review of Segment Operating Results

The Asset Management segment includes revenue earned on sub-advisory and AUM to the Wealth Management segment.

The Asset Management segment adjusted net earnings are presented in Table 15. Adjusted net earnings for the second quarter of 2023 were \$50.1 million, a decrease of 2.3% from the second quarter in 2022 and an increase of 3.5% from the prior quarter.

Adjusted earnings before interest and taxes for the second quarter of 2023 were \$75.1 million, a decrease of 0.4% from the second quarter in 2022 and an increase of 5.3% from the prior quarter.

## 2023 vs. 2022

### Revenues

Asset management fees are classified as either Asset management fees – third party or Asset management fees – Wealth Management.

- Net asset management fees – third party is comprised of the following:
  - Asset management fees – third party consists of management and administration fees earned from our investment funds and management fees from our third party sub-advisory, institutional and other accounts. The largest component is management fees from our investment funds. The amount of management fees depends on the level and composition of assets under management. Management fee rates vary depending on the investment objective and the account type of the underlying assets under management. For example, equity-based mandates have higher management fee rates than exchange traded funds, fixed income mandates and retail mutual fund accounts have higher management fee rates than sub-advised and institutional accounts. The majority of Mackenzie's mutual fund assets are retail and sold through third party financial advisors.
  - Redemption fees – consists of fees earned from the redemptions of mutual fund assets sold on a deferred sales charge purchase option and on a low load purchase option. Redemption fees charged for deferred sales charge assets range from 5.5% in the first year and decrease to zero after seven years. Redemption fees for low load assets range from 2.0% to 3.0% in the first year and decrease to zero after two or three years, depending on the purchase option.
  - Dealer compensation expenses – consists of asset-based and sales-based compensation. Asset-based

compensation represents trailing commissions paid to dealers on certain classes of retail mutual funds and are calculated as a percentage of mutual fund assets under management. These fees vary depending on the fund type and the purchase option upon which the fund was sold: front-end, deferred sales charge or low load. Sales-based compensation are paid to dealers on the sale of mutual funds under the deferred sales charge purchase option and on a low load purchase option. Mackenzie stopped selling deferred sales charge purchase options and low load purchase options as of June 1, 2022, in accordance with regulatory changes.

- Asset management fees – Wealth Management consists of sub-advisory fees earned from the Wealth Management segment.

Net asset management fees – third party were \$157.1 million for the three months ended June 30, 2023, a decrease of \$2.4 million or 1.5% from \$159.5 million last year. The decrease in net asset management fees – third party was due to a 1.8% decrease in average assets under management, as shown in Table 13, partially offset by an increase in the net asset management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the three months ended June 30, 2023, compared to 54.0 basis points in the comparative period in 2022. The increase in rate was mostly driven by lower selling commissions.

Net asset management fees – third party were \$311.7 million for the six months ended June 30, 2023, a decrease of \$12.5 million or 3.9% from \$324.2 million last year. The decrease in net asset management fees – third party was primarily due to a 4.9% decrease in average assets under management, as shown in Table 13, offset by an increase in the net management fee rate. Mackenzie's net asset management fee rate was 54.3 basis points for the six months ended June 30, 2023, compared to 53.6 basis points in the comparative period in 2022. The increase in rate was mostly driven by lower selling commissions.

Management fees – Wealth Management were \$28.3 million for the three months ended June 30, 2023, an increase of \$0.2 million or 0.7% from \$28.1 million last year. The increase in management fees was primarily due to an increase in the management fee rate, partially offset by a 0.4% decrease in average assets under management. Mackenzie's management fee rate was 14.9 basis points for the three months ended June 30, 2023 compared to 14.6 basis points in the comparative period in 2022.

Management fees – Wealth Management were \$56.8 million for the six months ended June 30, 2023, a decrease of \$0.3 million or 0.5% from \$57.1 million last year. The decrease in management fees was due to a 2.1% decrease in average assets under management, offset by an increase in the management

**Table 15: Operating Results – Asset Management**

<i>Three months ended</i> (\$ millions)				Change	
	2023 Jun. 30	2023 Mar. 31	2022 Jun. 30	2023 Mar. 31	2022 Jun. 30
<b>Revenues</b>					
Asset management					
Asset management fees – third party	\$ 235.1	\$ 232.4	\$ 240.9	1.2 %	(2.4)%
Redemption fees	0.8	0.9	0.7	(11.1)	14.3
	<b>235.9</b>	<b>233.3</b>	<b>241.6</b>	<b>1.1</b>	<b>(2.4)</b>
Dealer compensation expenses					
Asset-based compensation	(78.8)	(78.7)	(79.8)	0.1	(1.3)
Sales-based compensation	-	-	(2.3)	-	(100.0)
	<b>(78.8)</b>	<b>(78.7)</b>	<b>(82.1)</b>	<b>0.1</b>	<b>(4.0)</b>
Net asset management fees – third party	<b>157.1</b>	154.6	159.5	1.6	(1.5)
Asset management fees – Wealth Management	<b>28.3</b>	28.5	28.1	(0.7)	0.7
Net asset management	<b>185.4</b>	183.1	187.6	1.3	(1.2)
Net investment income and other	<b>1.0</b>	4.5	(1.1)	(77.8)	N/M
	<b>186.4</b>	<b>187.6</b>	<b>186.5</b>	<b>(0.6)</b>	<b>(0.1)</b>
<b>Expenses</b>					
Advisory and business development	21.0	22.7	21.5	(7.5)	(2.3)
Operations and support	89.2	92.5	88.4	(3.6)	0.9
Sub-advisory	1.1	1.1	1.2	-	(8.3)
	<b>111.3</b>	<b>116.3</b>	<b>111.1</b>	<b>(4.3)</b>	<b>0.2</b>
Adjusted earnings before interest and taxes <sup>(1)</sup>	<b>75.1</b>	71.3	75.4	5.3	(0.4)
Interest expense	<b>6.1</b>	5.8	5.9	5.2	3.4
Adjusted earnings before income taxes <sup>(1)</sup>	<b>69.0</b>	65.5	69.5	5.3	(0.7)
Income taxes	<b>18.9</b>	17.1	18.2	10.5	3.8
<b>Adjusted net earnings<sup>(1)</sup></b>	<b>\$ 50.1</b>	<b>\$ 48.4</b>	<b>\$ 51.3</b>	<b>3.5 %</b>	<b>(2.3)%</b>
<b>Six months ended</b> (\$ millions)					
			2023 Jun. 30	2022 Jun. 30	Change
<b>Revenues</b>					
Asset management					
Asset management fees – third party			\$ 467.5	\$ 495.7	(5.7)%
Redemption fees			1.7	1.7	-
			<b>469.2</b>	<b>497.4</b>	<b>(5.7)</b>
Dealer compensation expenses					
Asset-based compensation			(157.5)	(165.9)	(5.1)
Sales-based compensation			-	(7.3)	(100.0)
			<b>(157.5)</b>	<b>(173.2)</b>	<b>(9.1)</b>
Net asset management fees – third party			<b>311.7</b>	324.2	(3.9)
Asset management fees – Wealth Management			<b>56.8</b>	57.1	(0.5)
Net asset management			<b>368.5</b>	381.3	(3.4)
Net investment income and other			<b>5.5</b>	(3.7)	N/M
			<b>374.0</b>	<b>377.6</b>	<b>(1.0)</b>
<b>Expenses</b>					
Advisory and business development			43.7	41.7	4.8
Operations and support			181.7	181.5	0.1
Sub-advisory			2.2	2.7	(18.5)
			<b>227.6</b>	<b>225.9</b>	<b>0.8</b>
Adjusted earnings before interest and taxes <sup>(1)</sup>			<b>146.4</b>	151.7	(3.5)
Interest expense			<b>11.9</b>	11.7	1.7
Adjusted earnings before income taxes <sup>(1)</sup>			<b>134.5</b>	140.0	(3.9)
Income taxes			<b>36.0</b>	36.6	(1.6)
<b>Adjusted net earnings<sup>(1)</sup></b>			<b>\$ 98.5</b>	<b>\$ 103.4</b>	<b>(4.7)%</b>

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

fee rate. Mackenzie's management fee rate was 15.0 basis points for the six months ended June 30, 2023, compared to 14.7 basis points in the comparative period in 2022.

Net investment income and other primarily includes investment returns related to Mackenzie's investments in proprietary funds. These investments are generally made in the process of launching a fund and are sold as third party investors subscribe. Net investment income and other was \$1.0 million for the three months ended June 30, 2023 compared to (\$1.1) million last year, and was \$5.5 million for the six months ended June 30, 2023 compared to (\$3.7) million last year.

## Expenses

Mackenzie incurs advisory and business development expenses that primarily include wholesale distribution activities and these costs vary directly with assets or sales levels. Advisory and business development expenses were \$21.0 million for the three months ended June 30, 2023, a decrease of \$0.5 million or 2.3% from \$21.5 million in 2022. Expenses for the six months ended June 30, 2023 were \$43.7 million, an increase of \$2.0 million or 4.8% from \$41.7 million last year.

Operations and support includes costs associated with business operations, including technology and business processes, in-house investment management and product shelf management, corporate management and support functions. These expenses primarily reflect compensation, technology and other service provider expenses. Operations and support expenses were \$89.2 million for the three months ended June 30, 2023, an increase of \$0.8 million or 0.9% from \$88.4 million in 2022. Expenses for the six months ended June 30, 2023 were \$181.7 million, an increase of \$0.2 million or 0.1% from \$181.5 million last year.

Sub-advisory expenses were \$1.1 million for the three months ended June 30, 2023, compared to \$1.2 million in 2022. Expenses for the six months ended June 30, 2023 were \$2.2 million, compared to \$2.7 million last year.

## Interest Expense

Interest expense, which includes allocated interest expense on long-term debt and interest expense on leases, totalled \$6.1 million in the second quarter of 2023, compared to \$5.9 in the comparative period in 2022. Interest expense for the six month period was \$11.9 million compared to \$11.7 million in 2022. Long-term debt interest expense is calculated based on an allocation of IGM Financial's long-term debt to Mackenzie. The allocation of debt increased to \$450 million during the second quarter of 2023, as a result of the issuance of long-term debt by IGM Financial. Previously, the allocation was \$400 million.

## Q2 2023 vs. Q1 2023

### Revenues

Net asset management fees – third party were \$157.1 million for the current quarter, an increase of \$2.5 million or 1.6% from \$154.6 million in the first quarter of 2023. Factors contributing to the net decrease were:

- Average assets under management were \$116.3 billion in the current quarter, an increase of 0.5% from the prior quarter.
- Net asset management fee rate was 54.3 basis points for the current quarter compared to 54.2 basis points in the first quarter.
- There was one additional calendar day in the second quarter of 2023 compared to the first quarter of 2023, which resulted in an increase of management fees of \$2.6 million.

Management fees – Wealth Management were \$28.3 million in the current quarter, a decrease of \$0.2 million or 0.7% from \$28.5 million in the first quarter of 2023. Factors contributing to the net increase were:

- Asset management fee rate was 14.9 basis points for the current quarter compared to 15.1 basis points in the first quarter.
- Average assets under management were \$76.7 billion in the current quarter, an increase of 0.6% from the prior quarter.

Net investment income and other was \$1.0 million for the current quarter, compared to \$4.5 million in the first quarter.

### Expenses

Advisory and business development expenses were \$21.0 million for the current quarter, a decrease of \$1.7 million or 7.5% from \$22.7 million in the first quarter of 2022. The decrease in the quarter is due to the timing of certain expenses.

Operations and support expenses were \$89.2 million for the current quarter, a decrease of \$3.3 million or 3.6% from \$92.5 million compared to the first quarter.

Sub-advisory expenses were \$1.1 million for the current quarter, consistent with the first quarter.

# Strategic Investments and Other

## Review of Segment Operating Results

The Strategic Investments and Other segment includes investments in Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), Northleaf Capital Group Ltd. (Northleaf), Wealthsimple Financial Corp. (Wealthsimple), Portage Ventures LPs. (Portage), and unallocated capital.

Earnings from the Strategic Investments and Other segment include the Company's proportionate share of earnings of its associates, Lifeco, ChinaAMC, Northleaf, and Rockefeller as well as net investment income on unallocated capital.

On April 3, 2023, IGM Financial purchased a 20.5% equity interest in Rockefeller Capital Management (Rockefeller), a leading U.S. independent financial services advisory firm, for consideration of approximately USD \$622 million.

On January 12, 2023, the Company closed the previously announced transaction to acquire Power's 13.9% interest in ChinaAMC as discussed in the Consolidated Financial Position section of this MD&A. To partially fund the transaction, IGM Financial sold 1.6% of its 4% interest in Lifeco.

Assets held by the Strategic Investments and Other segment are included in Table 16.

Unallocated capital represents capital not allocated to any of the operating companies and which would be available for investment, debt repayment, distribution to shareholders or other corporate purposes. This capital is invested in highly

liquid, high quality financial instruments in accordance with the Company's Investment Policy.

Strategic Investments and Other segment adjusted net earnings are presented in Table 17.

### 2023 vs. 2022

The proportionate share of associates' earnings decreased by \$7.1 million in the second quarter of 2023 compared to the second quarter of 2022, and decreased by \$2.5 million in the six month period. These earnings reflect equity earnings from Lifeco, ChinaAMC, Rockefeller and Northleaf, as discussed in the Consolidated Financial Position section of this MD&A. The decrease in the three month period was due to decreases in the proportionate share of Lifeco earnings of \$14.5 million and Northleaf earnings of \$3.1 million offset in part by an increase in the proportionate share of ChinaAMC earnings of \$12.9 million. During the second quarter of 2023, the Company recorded an adjustment of (\$5.7) million related to Lifeco's first quarter earnings. The Company records its proportionate share of Lifeco earnings using consensus analysts' earnings estimates, as Lifeco reports quarterly earnings after the Company which results in an adjustment in the subsequent quarter. The decrease in the six month period was due to decreases in the proportionate share of Lifeco earnings of \$24.6 million and Northleaf earnings of \$2.2 million offset in part by the increase in the proportionate share of ChinaAMC earnings of \$27.5 million. The increase in ChinaAMC and

**Table 16: Total Assets – Strategic Investments and Other**

<i>(\$ millions)</i>	June 30, 2023	December 31, 2022
<b>Investments in associates</b>		
Lifeco	\$ 584.2	\$ 939.5
ChinaAMC	1,794.0	787.2
Rockefeller	841.9	–
Northleaf	292.7	284.5
Other	39.4	40.1
	<b>3,552.2</b>	<b>2,051.3</b>
<b>FVTOCI investments</b>		
Wealthsimple (direct investment only)	484.1	484.1
Portage and other investments	122.0	118.5
	<b>606.1</b>	<b>602.6</b>
<b>Unallocated capital and other</b>	<b>273.4</b>	<b>782.3</b>
<b>Total assets</b>	<b>\$ 4,431.7</b>	<b>\$ 3,436.2</b>
<i>Lifeco fair value</i>	<b>\$ 851.1</b>	<b>\$ 1,168.3</b>

**Table 17: Operating Results – Strategic Investments and Other**

<i>Three months ended</i> (\$ millions)	2023		2022		Change	
	Jun. 30	Mar. 31	Jun. 30	Mar. 31	2023 Jun. 30	2022 Jun. 30
<b>Revenues</b>						
Net investment income and other	\$ 3.5	\$ 3.4	\$ 1.8	2.9 %	94.4 %	
Proportionate share of associates' earnings						
Investment in Lifeco	14.5	20.6	29.0	(29.6)	(50.0)	
Investment in ChinaAMC	27.7	28.1	14.8	(1.4)	87.2	
Investment in Rockefeller	(1.9)	–	–	N/M	N/M	
Investment in Northleaf	3.1	5.1	6.2	(39.2)	(50.0)	
Other	(0.5)	(0.8)	–	37.5	N/M	
	42.9	53.0	50.0	(19.1)	(14.2)	
	46.4	56.4	51.8	(17.7)	(10.4)	
<b>Expenses</b>						
Operations and support	1.2	1.1	2.0	9.1	(40.0)	
Adjusted earnings before income taxes <sup>(1)</sup>	45.2	55.3	49.8	(18.3)	(9.2)	
Income taxes	3.6	3.6	1.3	–	176.9	
Adjusted net earnings <sup>(1)</sup>	41.6	51.7	48.5	(19.5)	(14.2)	
Non-controlling interest	0.6	1.0	1.3	(40.0)	(53.8)	
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 41.0</b>	<b>\$ 50.7</b>	<b>\$ 47.2</b>	<b>(19.1)%</b>	<b>(13.1)%</b>	

<i>Six months ended</i> (\$ millions)	2023		2022		Change
	Jun. 30	Jun. 30	Jun. 30	Jun. 30	
<b>Revenues</b>					
Net investment income and other	\$ 6.9	\$ 2.5	176.0 %		
Proportionate share of associates' earnings					
Investment in Lifeco	35.1	59.7	(41.2)		
Investment in ChinaAMC	55.8	28.3	97.2		
Investment in Rockefeller	(1.9)	–	N/M		
Investment in Northleaf	8.2	10.4	(21.2)		
Other	(1.3)	–	N/M		
	95.9	98.4	(2.5)		
	102.8	100.9	1.9		
<b>Expenses</b>					
Operations and support	2.3	3.4	(32.4)		
Adjusted earnings before income taxes <sup>(1)</sup>	100.5	97.5	3.1		
Income taxes	7.2	2.4	200.0		
Adjusted net earnings <sup>(1)</sup>	93.3	95.1	(1.9)		
Non-controlling interest	1.6	2.1	(23.8)		
<b>Adjusted net earnings available to common shareholders<sup>(1)</sup></b>	<b>\$ 91.7</b>	<b>\$ 93.0</b>	<b>(1.4)%</b>		

(1) A non-IFRS financial measure – see Non-IFRS Financial Measures and Other Financial Measures section of this document.

decrease in Lifeco earnings reflect the previously discussed changes in IGM Financial's percentage ownership of those companies effective on January 12, 2023.

Net investment income and other was \$3.5 million in the second quarter of 2023, an increase of \$1.7 million from \$1.8 million in 2022. For the six month period, net investment income and other was \$6.9 million, an increase of \$4.4 million from \$2.5 million in 2022. The increase in the three and six month periods from 2022 was primarily related to interest rate increases earned on the Company's unallocated capital.

## Q2 2023 vs. Q1 2023

The proportionate share of associates' earnings was \$42.9 million in the second quarter of 2023, a decrease of \$10.1 million from the first quarter of 2023, primarily due to decreases in the proportionate share of Lifeco, ChinaAMC and Northleaf earnings. The decrease in Lifeco was primarily due to an adjustment to the first quarter results of (\$5.7) million recorded in the second quarter.

# IGM Financial Inc.

## Consolidated Financial Position

IGM Financial's total assets were \$19.4 billion at June 30, 2023, compared to \$18.7 billion at December 31, 2022.

### Other Investments

The composition of the Company's securities holdings is detailed in Table 18.

### Fair Value Through Other Comprehensive Income (FVTOCI)

Gains and losses on FVTOCI investments are recorded in Other comprehensive income.

### Corporate Investments

Corporate investments is primarily comprised of the Company's investments in Wealthsimple Financial Corp. (Wealthsimple), and Portag3 Ventures LP, Portag3 Ventures II LP and Portage Ventures III LP (Portage) and are recorded at FVTOCI.

Wealthsimple is a financial company that provides simple digital tools for growing and managing your money.

The Company is the largest shareholder in Wealthsimple with a combined direct and indirect interest of 24.3% and a fair value of \$492 million at June 30, 2023, unchanged from December 31, 2022. Fair value is determined by using observable transactions in the investments' securities, where available, discounted cash flows, and other valuation metrics, including revenue multiples, used in the valuation of comparable public companies.

Portage consists of early-stage investment funds dedicated to backing innovating financial services companies and are controlled by Power Corporation of Canada.

The total fair value of Corporate investments of \$606 million at June 30, 2023 is presented net of certain costs incurred within the limited partnership structures holding the underlying investments.

### Fair Value Through Profit or Loss (FVTPL)

Securities classified as FVTPL include equity securities and proprietary investment funds. Gains and losses are recorded in Net investment income and other in the Consolidated Statements of Earnings.

Certain proprietary investment funds are consolidated where the Company has made the assessment that it controls the investment fund. The underlying securities of these funds are classified as FVTPL.

### Loans

The composition of the Company's loans is detailed in Table 19.

Loans consisted of residential mortgages and represented 25.8% of total assets at June 30, 2023, compared to 26.8% at December 31, 2022.

Loans measured at amortized cost are primarily comprised of residential mortgages sold to securitization programs sponsored by third parties that in turn issue securities to investors. An offsetting liability, Obligations to securitization entities, has been recorded and totalled \$4.5 billion at June 30, 2023, compared to \$4.6 billion at December 31, 2022.

The Company holds loans pending sale or securitization. Loans measured at fair value through profit or loss are residential mortgages held temporarily by the Company pending sale. Loans held for securitization are carried at amortized cost.

**Table 18: Other Investments**

(\$ millions)	June 30, 2023		December 31, 2022	
	Cost	Fair Value	Cost	Fair Value
<b>Fair value through other comprehensive income</b>				
Corporate investments	\$ 247.6	\$ 606.1	\$ 242.7	\$ 602.6
<b>Fair value through profit or loss</b>				
Equity securities	12.7	13.0	12.7	12.9
Proprietary investment funds	148.3	149.6	156.7	159.0
	161.0	162.6	169.4	171.9
	\$ 408.6	\$ 768.7	\$ 412.1	\$ 774.5



**Table 19: Loans**

(\$ millions)	June 30, 2023	December 31, 2022
Amortized cost	\$ 4,963.1	\$ 5,022.3
Less: Allowance for expected credit losses	0.8	0.8
	<b>4,962.3</b>	5,021.5
Fair value through profit or loss	45.2	–
	<b>\$ 5,007.5</b>	\$ 5,021.5

Total loans being held pending sale or securitization are \$444.6 million at June 30, 2023, compared to \$371.9 million at December 31, 2022.

Residential mortgages originated by IG Wealth Management are funded primarily through sales to third parties on a fully serviced basis, including Canada Mortgage and Housing Corporation (CMHC) or Canadian bank sponsored securitization programs. At June 30, 2023, IG Wealth Management serviced \$8.8 billion of residential mortgages, including \$2.0 billion originated by subsidiaries of Lifeco.

## Securitization Arrangements

Through the Company's mortgage banking operations, residential mortgages are sold to securitization trusts sponsored by third parties that in turn issue securities to investors. The Company securitizes residential mortgages through the CMHC sponsored National Housing Act Mortgage-Backed Securities (NHA MBS) and the Canada Mortgage Bond Program (CMB Program) and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. The Company retains servicing responsibilities and certain elements of credit risk and prepayment risk associated with the transferred assets. The Company's credit risk on its securitized mortgages is partially mitigated through the use of insurance. Derecognition of financial assets in accordance with IFRS is based on the transfer of risks and rewards of ownership. As the Company has retained prepayment risk and certain elements of credit risk associated with the Company's securitization transactions through the CMB and ABCP programs, they are accounted for as secured borrowings. The Company records the transactions under these programs as follows: i) the mortgages and related obligations are carried at amortized cost, with interest income and interest expense, utilizing the effective interest rate method, recorded over the term of the mortgages, ii) the component of swaps entered into under the CMB Program whereby the Company pays coupons on Canada Mortgage Bonds and receives investment returns on the reinvestment of repaid mortgage principal, are recorded at fair value, and iii) cash reserves held under the ABCP program are carried at amortized cost.

In the second quarter of 2023, the Company securitized loans through its mortgage banking operations with cash proceeds of \$218.7 million compared to \$236.3 million in 2022. Additional information related to the Company's securitization activities, including the Company's hedges of related reinvestment and interest rate risk, can be found in the Financial Risk section of this MD&A and in Note 8 to the Interim Financial Statements.

## Investment in Associates

### Great-West Lifeco Inc. (Lifeco)

At June 30, 2023, the Company held a 2.4% equity interest in Lifeco. IGM Financial and Lifeco are controlled by Power Corporation of Canada.

The equity method is used to account for IGM Financial's investment in Lifeco, as it exercises significant influence. Changes in the carrying value for the three and six months ended June 30, 2023 compared with 2022 are shown in Table 20.

On January 12, 2023, to partially fund the acquisition of an additional 13.9% interest in ChinaAMC, the Company sold 15,200,662 common shares of Lifeco to Power for cash consideration of \$553 million, which reduced the Company's equity interest in Lifeco from 4.0% to 2.4%. IGM Financial's accounting gain on the sale of the Lifeco shares is \$172.9 million before-tax (\$168.6 million after-tax), consisting of \$179.1 million recorded in the first quarter and a decrease of \$6.2 million that was recorded in the second quarter.

In the second quarter of 2023, the Company recorded a Lifeco IFRS 17 adjustment of \$15.1 million representing a change of estimate which has been recorded on a prospective basis.

### China Asset Management Co., Ltd. (ChinaAMC)

Founded in 1998 as one of the first fund management companies in China, ChinaAMC has developed and maintained a position among the market leaders in China's asset management industry.

ChinaAMC's total assets under management, excluding subsidiary assets under management, were RMB¥ 1,801.7 billion (\$328.9 billion) at June 30, 2023, representing



**Table 20: Investment in Associates**

(\$ millions)	June 30, 2023						June 30, 2022			
	Lifeco	ChinaAMC	Rockefeller	Northleaf	Other	Total	Lifeco	ChinaAMC	Northleaf	Total
<b>Three months ended</b>										
<b>Carrying value, April 1</b>	\$ 571.0	\$ 1,894.9	\$ -	\$ 289.6	\$ 39.9	\$ 2,795.4	\$ 896.6	\$ 743.7	\$ 263.0	\$ 1,903.3
Investment	-	7.4	855.6	-	-	863.0	-	-	-	-
Disposition	(6.2)	-	-	-	-	(6.2)	-	-	-	-
Dividends	(11.5)	-	-	-	-	(11.5)	(18.3)	-	-	(18.3)
Proportionate share of:										
Earnings <sup>(1)</sup>	14.5	27.7	(1.9)	3.1 <sup>(2)</sup>	(0.5)	42.9	29.0	14.8	6.2 <sup>(2)</sup>	50.0
IFRS 17 adjustment	15.1	-	-	-	-	15.1	-	-	-	-
Other comprehensive income (loss) and other adjustments	1.3	(136.0)	(11.8)	-	-	(146.5)	(18.2)	(17.0)	-	(35.2)
<b>Carrying value, June 30</b>	<b>\$ 584.2</b>	<b>\$ 1,794.0</b>	<b>\$ 841.9</b>	<b>\$ 292.7</b>	<b>\$ 39.4</b>	<b>\$ 3,552.2</b>	<b>\$ 889.1</b>	<b>\$ 741.5</b>	<b>\$ 269.2</b>	<b>\$ 1,899.8</b>
<b>Six months ended</b>										
<b>Carrying value, January 1</b>	\$ 939.5	\$ 787.2	\$ -	\$ 284.5	\$ 40.1	\$ 2,051.3	\$ 885.1	\$ 768.7	\$ 258.8	\$ 1,912.6
Investment	-	1,161.5	855.6	-	0.6	2,017.7	-	-	-	-
Disposition	(397.7)	-	-	-	-	(397.7)	-	-	-	-
Dividends	(23.0)	(69.2)	-	-	-	(92.2)	(36.6)	(31.3)	-	(67.9)
Proportionate share of:										
Earnings <sup>(1)</sup>	35.1	55.8	(1.9)	8.2 <sup>(2)</sup>	(1.3)	95.9	59.7	28.3	10.4 <sup>(2)</sup>	98.4
IFRS 17 adjustment	15.1	-	-	-	-	15.1	-	-	-	-
Other comprehensive income (loss) and other adjustments	15.2	(141.3)	(11.8)	-	-	(137.9)	(19.1)	(24.2)	-	(43.3)
<b>Carrying value, June 30</b>	<b>\$ 584.2</b>	<b>\$ 1,794.0</b>	<b>\$ 841.9</b>	<b>\$ 292.7</b>	<b>\$ 39.4</b>	<b>\$ 3,552.2</b>	<b>\$ 889.1</b>	<b>\$ 741.5</b>	<b>\$ 269.2</b>	<b>\$ 1,899.8</b>

(1) The proportionate share of earnings from the Company's investment in associates is recorded in the Strategic Investments and Other segment.

(2) The Company's proportionate share of Northleaf's earnings, net of Non-controlling interest, was \$2.5 million and \$6.6 million, respectively, for the three and six month periods of 2023 compared to \$4.9 million and \$8.3 million, respectively, in 2022.

an increase of 4.6% (CAD\$ decrease of 2.6%) from RMB¥ 1,721.6 billion (\$337.6 billion) at December 31, 2022.

The equity method is used to account for the Company's 27.8% equity interest in ChinaAMC, as it exercises significant influence. Changes in the carrying value for the three and six months ended June 30, 2023 are shown in Table 20. The change in Other comprehensive income of negative \$136.0 million in the three months ended June 30, 2023, was due to a 7.3% depreciation of the Chinese yuan relative to the Canadian dollar.

On January 12, 2023, the Company acquired an additional 13.9% interest in ChinaAMC for cash consideration of \$1.15 billion from Power which increased the Company's equity interest in ChinaAMC from 13.9% to 27.8%.

### Rockefeller Capital Management (Rockefeller)

On April 3, 2023, the Company acquired a 20.5% equity interest in Rockefeller Capital Management (Rockefeller) for cash consideration of approximately USD \$622 million. Rockefeller is a leading U.S. independent financial services advisory firm focused on the high-net-worth and ultra-high-net-worth segments.

The financial results of Rockefeller are accounted for using the equity method of accounting as the Company exercises significant influence arising from board representation, participation in the policy making process and shared strategic initiatives.

### Northleaf Capital Group Ltd. (Northleaf)

The Company, through an acquisition vehicle held by the Company's subsidiary, Mackenzie, holds a 49.9% voting interest and a 70% economic interest in Northleaf. The acquisition vehicle is owned 80% by Mackenzie and 20% by Lifeco. Northleaf is a global private equity, private credit and infrastructure fund manager headquartered in Toronto.

Mackenzie and Lifeco have an obligation and right to purchase the remaining equity and voting interest in Northleaf commencing in approximately five years from the acquisition date and extending into future periods. The equity method is used to account for the acquisition vehicle's 70% economic interest as it exercises significant influence. Significant influence arises from board representation, participating in the policy making process and shared strategic initiatives.

The Company controls the acquisition vehicle therefore it recognizes the full 70% economic interest in Northleaf and recognizes Non-controlling interest (NCI) related to Lifeco's net interest in Northleaf of 14%.

Northleaf's assets under management, including invested capital and uninvested commitments, were \$25.2 billion as at June 30, 2023, representing an increase of \$1.1 billion or 4.6% from \$24.1 billion at December 31, 2022. The increase during the six month period was driven by \$1.5 billion in new commitments and an increase of \$0.1 billion related to return of capital and other, offset in part by a decrease of \$0.5 billion related to foreign exchange on USD denominated assets.

# Consolidated Liquidity and Capital Resources

## Liquidity

Cash and cash equivalents totalled \$413.2 million at June 30, 2023 compared with \$1,072.9 million at December 31, 2022 and \$969.1 million at June 30, 2022. Cash and cash equivalents related to the Company's deposit operations were \$1.5 million at June 30, 2023, compared to \$0.8 million at December 31, 2022 and \$1.3 million at June 30, 2022, as shown in Table 21.

Client funds on deposit represents cash balances held by clients within their investment accounts and with the offset included in deposit liabilities.

Working capital, which consists of current assets less current liabilities excluding assets and liabilities held for sale and the credit facility, totalled \$239.8 million at June 30, 2023, compared with \$846.8 million at December 31, 2022 and \$757.5 million at June 30, 2022 (Table 22).

Working capital, which includes unallocated capital, is utilized to:

- Finance ongoing operations, including the funding of sales commissions.
- Temporarily finance mortgages in its mortgage banking operations.
- Pay interest related to long-term debt.
- Maintain liquidity requirements for regulated entities.
- Pay quarterly dividends on its outstanding common shares.
- Finance common share repurchases and retirement of long-term debt.
- Capital investment in the business and business acquisitions.

IGM Financial continues to generate significant cash flows from its operations. Earnings before interest, taxes, depreciation and amortization before sales commissions (EBITDA before sales commissions), a non-IFRS measure (see Non-IFRS Financial

Measures and Other Financial Measures), totalled \$351.8 million for the second quarter of 2023 compared to \$343.5 million for the second quarter of 2022 and \$344.3 million for the first quarter of 2023. For the six months ended June 30, 2023, EBITDA before sales commissions totalled \$696.1 million compared to \$703.5 million for the comparative period of 2022. EBITDA before sales commissions excludes the impact of both commissions paid and commission amortization (Table 1).

Earnings before interest, taxes, depreciation and amortization after sales commissions (EBITDA after sales commissions), a non-IFRS measure (see Non-IFRS Financial Measures and Other Financial Measures), totalled \$325.3 million in the second quarter of 2023 compared to \$310.0 million in the second quarter of 2022 and \$311.0 million in the first quarter of 2023. For the six months ended June 30, 2023, EBITDA after sales commissions totalled \$636.3 million compared to \$620.5 million for the comparative period of 2022. EBITDA after sales commissions excludes the impact of commission amortization (Table 1).

Refer to the Financial Risk section of this MD&A for information related to other sources of liquidity and to the Company's exposure to and management of liquidity and funding risk.

## Cash Flows

Table 23 – Cash Flows is a summary of the Consolidated Statements of Cash Flows which forms part of the Interim Financial Statements for the three and six month periods ended June 30, 2023. Cash and cash equivalents decreased by \$96.3 million in the second quarter of 2023 compared to a decrease of \$215.6 million in 2022. For the six months ended June 30, 2023, cash and cash equivalents decreased by \$622.3 million, compared to a decrease of \$323.3 million

**Table 21: Deposit Operations – Financial Position**

(\$ millions)	2023 Jun. 30	2022 Dec. 31	2022 Jun. 30
<b>Assets</b>			
Cash and cash equivalents	\$ 1.5	\$ 0.8	\$ 1.3
Client funds on deposit	3,892.0	4,347.4	2,786.5
Accounts and other receivables	0.4	0.6	0.4
Loans	9.0	9.4	11.0
<b>Total assets</b>	<b>\$ 3,902.9</b>	<b>\$ 4,358.2</b>	<b>\$ 2,799.2</b>
<b>Liabilities and shareholders' equity</b>			
Deposit liabilities	\$ 3,872.7	\$ 4,334.0	\$ 2,770.0
Other liabilities	21.1	15.2	18.4
Shareholders' equity	9.1	9.0	10.8
<b>Total liabilities and shareholders' equity</b>	<b>\$ 3,902.9</b>	<b>\$ 4,358.2</b>	<b>\$ 2,799.2</b>

**Table 22: Working Capital**

(\$ millions)	2023	2022	2022
	Jun. 30	Dec. 31	Jun. 30
<b>Current assets</b>			
Cash and cash equivalents	\$ 413.2	\$ 1,072.9	\$ 969.1
Client funds on deposit	3,892.0	4,347.4	2,786.5
Accounts receivable and other assets	468.3	462.6	467.1
Current portion of securitized mortgages and other	1,226.5	992.2	1,120.3
	<b>6,000.0</b>	<b>6,875.1</b>	<b>5,343.0</b>
<b>Current liabilities</b>			
Accounts and other payables	733.4	726.4	744.1
Deposits and certificates	3,871.5	4,332.8	2,768.7
Current portion of obligations to securitization entities and other	1,155.3	969.1	1,072.7
	<b>5,760.2</b>	<b>6,028.3</b>	<b>4,585.5</b>
<b>Working capital</b>	<b>\$ 239.8</b>	<b>\$ 846.8</b>	<b>\$ 757.5</b>

in 2022. Cash and cash equivalents from discontinued operations of \$37.4 million have been reclassified as assets held for sale on the balance sheet at June 30, 2023.

Adjustments to determine net cash from operating activities during the three and six month periods of 2023 compared to 2022 consist of non-cash operating activities offset by cash operating activities:

- The add-back of amortization of capitalized sales commissions offset by the deduction of capitalized sales commissions paid.
- The add-back of amortization of capital, intangible and other assets.
- The deduction of investment in associates' equity earnings offset by dividends received.

- The add-back of pension and other post-employment benefits offset by cash contributions.
- Changes in operating assets and liabilities and other.
- The adjustment for other items in 2023 which included the gain on the partial sale of the Company's investment in Lifeco.
- The add-back of a one-time adjustment in 2023 in respect of a restructuring provision and other.
- The deduction of restructuring provision cash payments.

Financing activities during the second quarter of 2023 compared to 2022 related to:

- An increase in obligations to securitization entities of \$213.2 million and repayments of obligations to securitization entities of \$292.8 million in 2023 compared to an increase in obligations to securitization entities of \$220.9 million

**Table 23: Cash Flows**

(\$ millions)	Three months ended June 30			Six months ended June 30		
	2023	2022	Change	2023	2022	Change
<b>Operating activities</b>						
Earnings before income taxes	\$ 175.0	\$ 267.8	(34.7)%	\$ 622.1	\$ 551.7	12.8 %
Income taxes paid	(61.0)	(64.7)	5.7	(128.3)	(225.3)	43.1
Adjustments to determine net cash from operating activities	152.7	16.6	N/M	(115.3)	(41.7)	(176.5)
	<b>266.7</b>	<b>219.7</b>	<b>21.4</b>	<b>378.5</b>	<b>284.7</b>	<b>32.9</b>
<b>Financing activities</b>	<b>631.3</b>	<b>(427.8)</b>	<b>N/M</b>	<b>485.6</b>	<b>(784.4)</b>	<b>N/M</b>
<b>Investing activities</b>	<b>(994.3)</b>	<b>(7.5)</b>	<b>N/M</b>	<b>(1,486.4)</b>	<b>176.4</b>	<b>N/M</b>
<b>Change in cash and cash equivalents</b>	<b>(96.3)</b>	<b>(215.6)</b>	<b>55.3</b>	<b>(622.3)</b>	<b>(323.3)</b>	<b>(92.5)</b>
Cash and cash equivalents from continuing and discontinued operations, beginning of period	546.9	1,184.7	(53.8)	1,072.9	1,292.4	(17.0)
Cash and cash equivalents, end of period	450.6	\$ 969.1	(53.5)%	450.6	\$ 969.1	(53.5)%
Less: Cash and cash equivalents from discontinued operations, end of period	37.4			37.4		
<b>Cash and cash equivalents, end of period - continuing operations</b>	<b>\$ 413.2</b>			<b>\$ 413.2</b>		

and repayments of obligations to securitization entities of \$417.2 million in 2022.

- Net proceeds on the credit facility of \$550.0 million in 2023 related to temporary financing put in place until the sale of IPC closes, expected in the latter half of 2023.
- The issuance of debentures of \$300.0 million in 2023.
- The payment of regular common share dividends which totalled \$133.9 million in 2023, compared to \$135.0 million in 2022.

The second quarter of 2022 also included the purchase of 2,320,000 common shares under IGM Financial's normal course issuer bid at a cost of \$90.0 million.

Financing activities during the six months ended June 30, 2023 compared to 2022 related to:

- An increase in obligations to securitization entities of \$409.4 million and repayments of obligations to securitization entities of \$509.4 million in 2023 compared to an increase in obligations to securitization entities of \$327.7 million and repayments of obligations to securitization entities of \$746.0 million in 2022.
- Net proceeds on the credit facility of \$550.0 million in 2023 related to temporary financing put in place until the sale of IPC closes, expected in the latter half of 2023.
- The issuance of debentures of \$300.0 million in 2023.
- The payment of regular common share dividends which totalled \$267.6 million in 2023, compared to \$269.8 million in 2022.

The six month period of 2022 also included the purchase of 2,890,000 common shares under IGM Financial's normal course issuer bid at a cost of \$115.7 million.

Investing activities during the second quarter of 2023 compared to 2022 primarily related to:

- The purchases of other investments totalling \$15.8 million and sales of other investments with proceeds of \$18.7 million in 2023 compared to \$74.5 million and \$72.4 million, respectively, in 2022.
- An increase in loans of \$343.3 million with repayments of loans and other of \$232.0 million in 2023 compared to \$468.6 million and \$492.1 million, respectively, in 2022 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets was \$15.7 million in 2023 compared to \$16.0 million in 2022.
- The investment in Rockefeller of \$855.6 million in 2023.

Investing activities during the six months ended June 30, 2023 compared to 2022 related to:

- The purchases of other investments totalling \$37.4 million and sales of other investments with proceeds of \$40.1 million in 2023 compared to \$105.9 million and \$77.7 million, respectively, in 2022.
- An increase in loans of \$479.1 million with repayments of loans and other of \$503.8 million in 2023 compared to \$768.6 million and \$1,029.1 million, respectively, in 2022 primarily related to residential mortgages in the Company's mortgage banking operations.
- Net cash used in additions to intangible assets was \$34.4 million in 2023 compared to \$30.5 million in 2022.
- The investment in ChinaAMC of \$1,161.5 million in 2023.
- The investment in Rockefeller of \$855.6 million in 2023.
- Sale of Lifeco shares with proceeds of \$552.7 million in 2023.

**Table 24: Accumulated Other Comprehensive Income (Loss)**

<i>(\$ millions)</i>	Employee Benefits	Other Investments	Investment in Associates and Other	Total
<b>2023</b>				
<b>Balance, January 1</b>	\$ 4.3	\$ 309.7	\$ 48.8	\$ 362.8
Other comprehensive income (loss)	(8.3)	(0.5)	(135.7)	(144.5)
Disposal of investment in associate	-	-	(16.0)	(16.0)
Transfer out of fair value through other comprehensive income	-	0.1	-	0.1
<b>Balance, June 30</b>	<b>\$ (4.0)</b>	<b>\$ 309.3</b>	<b>\$ (102.9)</b>	<b>\$ 202.4</b>
<b>2022</b>				
Balance, January 1	\$ (95.7)	\$ 919.2	\$ 59.6	\$ 883.1
Other comprehensive income (loss)	85.3	(582.7)	(45.6)	(543.0)
Transfer out of fair value through other comprehensive income	-	(24.0)	-	(24.0)
Balance, June 30	\$ (10.4)	\$ 312.5	\$ 14.0	\$ 316.1

## Accumulated Other Comprehensive Income

Accumulated other comprehensive income totalled \$202.4 million at June 30, 2023, compared to \$316.1 million at June 30, 2022, as detailed in Table 24.

The Other comprehensive loss for Investment in associates in 2023 was primarily related to the second quarter foreign exchange translation related to the Company's investment in ChinaAMC.

The disposal of investment in associate of \$16.0 million represents the amount of accumulated other comprehensive income transferred out as a result of the sale of Lifeco shares.

## Capital Resources

The Company's capital management objective is to maximize shareholder returns while ensuring that the Company is capitalized in a manner which appropriately supports regulatory capital requirements, working capital needs and business expansion. The Company's capital management practices are focused on preserving the quality of its financial position by maintaining a solid capital base and a strong balance sheet. Capital of the Company consists of long-term debt and common shareholders' equity which totalled \$8.6 billion at June 30, 2023, compared to \$8.2 billion at December 31, 2022. The Company regularly assesses its capital management practices in response to changing economic conditions.

The Company's capital is primarily utilized in its ongoing business operations to support working capital requirements, long-term investments made by the Company, business expansion and other strategic objectives. Subsidiaries subject to regulatory capital requirements include investment dealers, mutual fund dealers, exempt market dealers, portfolio managers, investment fund managers and a trust company. These subsidiaries are required to maintain minimum levels of capital based on either working capital, liquidity or shareholders' equity. The Company's subsidiaries have complied with all regulatory capital requirements.

The total outstanding long-term debt was \$2.4 billion at June 30, 2023, compared to \$2.1 billion at December 31, 2022. Long-term debt is comprised of debentures which are senior unsecured debt obligations of the Company subject to standard covenants, including negative pledges, but which do not include any specified financial or operational covenants. The increase in long-term debt resulted from the issuance on May 26, 2023 of \$300.0 million 5.426% debentures maturing May 26, 2053. The offering was made pursuant to a prospectus supplement to IGM Financial's short form base shelf prospectus dated December 7, 2022. The net proceeds were used by IGM

Financial to fund a portion of the purchase price in connection with the acquisition of the 20.5% equity interest in Rockefeller and for general corporate purposes.

Other activities in 2023 included the declaration of common share dividends of \$267.8 million or \$1.125 per share. Changes in common share capital are reflected in the Consolidated Statements of Changes in Shareholders' Equity.

Standard & Poor's (S&P) current rating on the Company's senior unsecured debentures is "A" with a stable outlook. DBRS Morningstar's current rating on the Company's senior unsecured debentures is "A (High)" with a stable rating trend.

Credit ratings are intended to provide investors with an independent measure of the credit quality of the securities of a company and are indicators of the likelihood of payment and the capacity of a company to meet its obligations in accordance with the terms of each obligation. Descriptions of the rating categories for each of the agencies set forth below have been obtained from the respective rating agencies' websites.

These ratings are not a recommendation to buy, sell or hold the securities of the Company 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 organization.

The A rating assigned to IGM Financial's senior unsecured debentures by S&P is the sixth highest of the 22 ratings used for long-term debt. This rating indicates S&P's view that the Company's capacity to meet its financial commitment on the obligation is strong, but the obligation is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than obligations in higher rated categories.

The A (High) rating assigned to IGM Financial's senior unsecured debentures by DBRS Morningstar is the fifth highest of the 26 ratings used for long-term debt. Under the DBRS Morningstar long-term rating scale, debt securities rated A (High) are of good credit quality and the capacity for the payment of financial obligations is substantial, but of lesser credit quality than AA. While this is a favourable rating, entities in the A (High) category may be vulnerable to future events, but qualifying negative factors are considered manageable.

## Financial Instruments

Table 25 presents the carrying amounts and fair values of financial assets and financial liabilities. The table excludes fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable

**Table 25: Financial Instruments**

(\$ millions)	June 30, 2023		December 31, 2022	
	Carrying Value	Fair Value	Carrying Value	Fair Value
<b>Financial assets recorded at fair value</b>				
Other investments				
– Fair value through other comprehensive income	\$ 606.1	\$ 606.1	\$ 602.6	\$ 602.6
– Fair value through profit or loss	162.6	162.6	171.9	171.9
Loans				
– Fair value through profit or loss	45.2	45.2	–	–
Derivative financial instruments	64.8	64.8	63.7	63.7
<b>Financial assets recorded at amortized cost</b>				
Loans				
– Amortized cost	4,962.3	4,800.5	5,021.5	4,905.5
<b>Financial liabilities recorded at fair value</b>				
Derivative financial instruments	58.2	58.2	51.6	51.6
<b>Financial liabilities recorded at amortized cost</b>				
Deposits and certificates	3,872.7	3,872.7	4,334.0	4,334.0
Obligations to securitization entities	4,546.6	4,465.4	4,610.4	4,544.6
Long-term debt	2,400.0	2,378.6	2,100.0	2,013.9

approximation of fair value. These items include cash and cash equivalents, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, credit facility, and certain other financial liabilities.

Fair value is determined using the following methods and assumptions:

- Other investments and other financial assets and financial liabilities are valued using quoted prices from active markets, when available. When a quoted market price is not readily available, valuation techniques are used that require assumptions related to discount rates and the timing and amount of future cash flows. Wherever possible, observable market inputs are used in the valuation techniques.
- Loans classified as held for trading are valued using market interest rates for loans with similar credit risk and maturity, specifically lending rates offered to retail borrowers by financial institutions.
- Loans classified as amortized cost are valued by discounting the expected future cash flows at prevailing market yields.
- Valuation methods used for Other investments classified as FVOCI include comparison to market transactions with arm's length third parties, use of market multiples, and discounted cash flow analysis.

- Obligations to securitization entities are valued by discounting the expected future cash flows at prevailing market yields for securities issued by these securitization entities having similar terms and characteristics.
- Deposits and certificates are valued by discounting the contractual cash flows using market interest rates currently offered for deposits with similar terms and credit risks.
- Long-term debt is valued using quoted prices for each debenture available in the market.
- Derivative financial instruments are valued based on quoted market prices, where available, prevailing market rates for instruments with similar characteristics and maturities, or discounted cash flow analysis.

See Note 17 of the Interim Financial Statements which provides additional discussion on the determination of fair value of financial instruments.

Although there were changes to both the carrying values and fair values of financial instruments, these changes did not have a material impact on the financial condition of the Company for the six months ended June 30, 2023.



# Risk Management

IGM Financial is exposed to a variety of risks that are inherent in our business activities. Our ability to manage these risks is key to our ongoing success. The Company emphasizes a strong risk management culture and the implementation of an effective risk management approach. Our approach coordinates risk management across the organization and its business units and seeks to ensure prudent and measured risk-taking in order to achieve an appropriate balance between risk and return. Fundamental to our enterprise risk management program is protecting and enhancing our reputation.

## Risk Management Framework

The Company's risk management approach is undertaken through our comprehensive Enterprise Risk Management (ERM) Framework which is composed of five core elements: risk governance, risk appetite, risk principles, a defined risk management process, and risk management culture. The ERM Framework is established under our ERM Policy, which is approved by the Executive Risk Management Committee.

## Risk Governance

Our risk governance structure emphasizes ownership of risk management in each business unit and oversight by an Executive Risk Management Committee accountable to the Risk Committee of the Board (Risk Committee) and ultimately to the Board of Directors. Additional oversight is provided by the ERM, Compliance and Internal Audit Departments.

The Risk Committee provides primary oversight and carries out its risk management mandate. The Risk Committee is responsible for assisting the Board in reviewing and overseeing the risk governance structure and risk management program of the Company by: i) ensuring that appropriate procedures are in place to identify and manage risks and establish risk tolerances, ii) ensuring that appropriate policies, procedures and controls are implemented to manage risks, and iii) reviewing the risk management process on a regular basis to ensure that it is functioning effectively.

Other specific risks are managed with the support of the following Board committees:

- The Audit Committee has specific risk oversight responsibilities in relation to financial disclosure, internal controls and the control environment as well as our compliance activities, including administration of the Code of Conduct.
- The Human Resource Committee oversees compensation policies and practices.
- The Governance and Nominating Committee oversees corporate governance practices.

- The Related Party and Conduct Review Committee oversees conflicts of interest.

Management oversight for risk management resides with the Executive Risk Management Committee which is comprised of the Chief Executive Officers of IGM Financial, IG Wealth Management, Mackenzie Investments and Investment Planning Counsel, the Chief Financial Officer, the General Counsel, the Chief Operating Officer, and the Chief Human Resources Officer. In April 2022, the Company appointed its first Chief Risk Officer who chairs the Executive Risk Management Committee. The committee is responsible for oversight of IGM Financial's risk management process by: i) establishing and maintaining the risk framework and policy; ii) defining the risk appetite; iii) ensuring our risk profile and processes are aligned with corporate strategy and risk appetite; and iv) establishing "tone at the top" and reinforcing a strong culture of risk management.

The Chief Executive Officers of the operating companies have overall responsibility for overseeing risk management of their respective companies.

The Company has assigned responsibility for risk management using the Three Lines of Defence model, with the First Line reflecting the business units having primary responsibility for risk management, supported by Second Line risk management functions and a Third Line (the Internal Audit function) providing assurance and validation of the design and effectiveness of the ERM Framework.

### First Line of Defence

The leaders of the various business units and support functions have primary ownership and accountability for the ongoing risk management associated with their respective activities. Responsibilities of business unit and support function leaders include: i) establishing and maintaining procedures for the identification, assessment, documentation and escalation of risks, ii) implementing control activities to mitigate risks, iii) identifying opportunities for risk reduction or transfer, and iv) aligning business and operational strategies with the risk culture and risk appetite of the organization as established by the Risk Management Committee.

### Second Line of Defence

The Enterprise Risk Management (ERM) Department provides oversight, analysis and reporting to the Risk Management Committee on the level of risks relative to the established risk appetite for all activities of the Company. Other responsibilities include: i) developing and maintaining the enterprise risk management program and framework, ii) managing the enterprise risk management process, and iii) providing guidance and training to business unit and support function leaders.



The Company has a number of committees of senior business leaders which provide oversight of specific business risks, including the Financial Risk Management and Operational Risk Management committees. These committees perform critical reviews of risk assessments, risk management practices and risk response plans developed by business units and support functions.

Other oversight accountabilities reside with the Company's Legal and Compliance Departments which are responsible for ensuring compliance with policies, laws and regulations.

### **Third Line of Defence**

The Internal Audit Department is the third line of defence and provides independent assurance to senior management and the Board of Directors on the effectiveness of the Company's risk management policies, processes and practices.

### **Risk Appetite and Risk Principles**

The Risk Management Committee establishes the Company's appetite for different types of risk through the Risk Appetite Framework. Under the Risk Appetite Framework, one of four appetite levels is established for each risk type and business activity of the Company. These appetite levels range from those where the Company has no appetite for risk and seeks to minimize any losses, to those where the Company readily accepts exposure while seeking to ensure that risks are well understood and managed. These appetite levels guide our business units as they engage in business activities, and inform them in establishing policies, limits, controls and risk transfer activities.

A Risk Appetite Statement and Risk Principles provide further guidance to business leaders and employees as they conduct risk management activities. The Risk Appetite Statement's emphasis is to maintain the Company's reputation and brand, ensure financial flexibility, and focus on mitigating operational risk.

### **Risk Management Process**

The Company's risk management process is designed to foster:

- Ongoing assessment of risks and tolerance in a changing operating environment.
- Appropriate identification and understanding of existing and emerging risks and risk response.
- Timely monitoring and escalation of risks based upon changing circumstances.

Significant risks that may adversely affect the Company's ability to achieve its strategic and business objectives are identified through the Company's ongoing risk management process.

We use a consistent methodology across our organizations and business units for identification and assessment of risks. Risks are assessed by evaluating the impact and likelihood of the potential risk event after consideration of controls and any risk transfer activities. The results of these assessments are considered relative to risk appetite and tolerances and may result in action plans to adjust the risk profile.

Risk assessments are monitored and reviewed on an ongoing basis by business units and by oversight areas including the ERM Department. The ERM Department promotes and coordinates communication and consultation to support effective risk management and escalation. The ERM Department regularly reports on the results of risk assessments and on the assessment process to the Risk Management Committee and to the Board Risk Committee.

### **Risk Management Culture**

Risk management is intended to be everyone's responsibility within the organization. The ERM Department engages all business units in risk workshops and surveys to foster awareness and facilitate incorporation of our risk framework into our business activities.

We have an established business planning process which reinforces our risk management culture. Our compensation programs are typically objectives-based, and do not encourage or reward excessive or inappropriate risk taking, and often are aligned specifically with risk management objectives.

Our risk management program emphasizes integrity, ethical practices, responsible management and measured risk-taking with a long-term view. Our standards of integrity and ethics are reflected within our Code of Conduct which applies to directors, officers and employees.

### **Key Risks of the Business**

Significant risks that may adversely affect our ability to achieve strategic and business objectives are identified through our ongoing risk management process.

We use a consistent methodology across our organizations and business units to identify and assess risks, considering factors both internal and external to the organization. These risks are broadly grouped into five categories: financial, operational, strategic, business, and environmental and social.

#### **1) Financial Risk**

##### **Liquidity and Funding Risk**

This is the risk of an inability to generate or obtain sufficient cash in a timely and cost-effective manner to meet contractual or anticipated commitments as they come due or arise.

Our liquidity management practices include:

- Maintaining liquid assets and lines of credit to satisfy near term liquidity needs.
- Ensuring effective controls over liquidity management processes.
- Performing regular cash forecasts and stress testing.
- Regular assessment of capital market conditions and the Company's ability to access bank and capital market funding.
- Ongoing efforts to diversify and expand long-term mortgage funding sources.
- Oversight of liquidity management by the Financial Risk Management Committee, a committee of finance and other business leaders.

A key funding requirement is the funding of advisor network compensation paid for the distribution of financial products and services. This compensation continues to be paid from operating cash flows.

The Company also maintains sufficient liquidity to fund and temporarily hold mortgages pending sale or securitization to long-term funding sources and to manage any derivative collateral requirements. Through its mortgage banking operations, residential mortgages are sold to third parties including certain mutual funds, institutional investors through private placements, Canadian bank-sponsored securitization trusts, and by issuance and sale of National Housing Act Mortgage-Backed Securities (NHA MBS) including sales to Canada Housing Trust under the CMB Program. The Company maintains committed capacity within certain Canadian bank-sponsored securitization trusts. Capacity for sales under the CMB Program consists of participation in new CMB issues and reinvestment of principal repayments held in the Principal Reinvestment Accounts. The Company's continued ability to fund residential mortgages through Canadian bank-sponsored securitization trusts and NHA MBS is dependent on securitization market conditions and government regulations that are subject to change. A condition of the NHA MBS and

CMB Program is that securitized loans be insured by an insurer that is approved by CMHC. The availability of mortgage insurance is dependent upon market conditions and is subject to change.

The Company's contractual obligations are reflected in Table 26.

In addition to IGM Financial's current balance of cash and cash equivalents, liquidity is available through the Company's lines of credit. The Company's lines of credit with various Schedule I Canadian chartered banks totalled \$825 million at June 30, 2023, unchanged from December 31, 2022. The lines of credit at June 30, 2023 consisted of committed lines of \$650 million and uncommitted lines of \$175 million, unchanged from December 31, 2022. Any advances made by a bank under the uncommitted lines of credit are at the bank's sole discretion. As at June 30, 2023 and December 31, 2022, the Company was not utilizing its committed lines of credit or its uncommitted lines of credit.

Schedule I Canadian chartered banks have provided the Company with a non-revolving term loan facility related to the proceeds on the sale of IPC. The balance of the term loan facility is due on June 1, 2024. Interest rates on the term loan facility fluctuate with Canadian bankers' acceptances.

The actuarial valuation for funding purposes related to the Company's registered defined benefit pension plan, based on a measurement date of December 31, 2022, was completed during April 2023. The valuation determines the plan surplus or deficit on both a solvency and going concern basis. The solvency basis determines the relationship between the plan assets and its liabilities assuming that the plan is wound up and settled on the valuation date. A going concern valuation compares the relationship between the plan assets and the present value of the expected future benefit cash flows, assuming the plan will be maintained indefinitely. Based on the actuarial valuation, the registered pension plan had a solvency surplus of \$70.5 million compared to a surplus of \$14.4 million in the previous

**Table 26: Contractual Obligations**

<i>As at June 30, 2023</i> (\$ millions)	Demand	Less than 1 Year	1-5 Years	After 5 Years	Total
Derivative financial instruments	\$ -	\$ 25.2	\$ 33.0	\$ -	\$ 58.2
Deposits and certificates <sup>(1)</sup>	3,871.2	0.3	0.5	0.7	3,872.7
Credit facility <sup>(2)</sup>	-	550.0	-	-	550.0
Obligations to securitization entities	-	1,130.2	3,409.1	7.3	4,546.6
Leases <sup>(3)</sup>	-	31.4	93.1	106.0	230.5
Long-term debt	-	-	525.0	1,875.0	2,400.0
<b>Total contractual obligations</b>	<b>\$ 3,871.2</b>	<b>\$ 1,737.1</b>	<b>\$ 4,060.7</b>	<b>\$ 1,989.0</b>	<b>\$ 11,658.0</b>

(1) Deposits and certificates due on demand are primarily offset by client funds held on deposit.

(2) The credit facility will be repaid on the close of the sale of Investment Planning Counsel.

(3) Includes remaining lease payments related to office space and equipment used in the normal course of business.

actuarial valuation, which was based on a measurement date of December 31, 2021. The improvement in the funded status resulted largely from interest rate increases. The registered pension plan had a going concern surplus of \$127.4 million compared to \$95.0 million in the previous valuation. The next actuarial valuation will be based on a measurement date of December 31, 2025. During the six months ended June 30, 2023, the Company has made cash contributions of \$3.7 million (2022 – \$9.0 million). As a result of the valuation filed in April 2023, IGM Financial received a contribution holiday and is not allowed to make contributions to the pension plan. Pension contribution decisions are subject to change, as contributions are affected by many factors including market performance, regulatory requirements, changes in assumptions and management's ability to change funding policy.

Management believes cash flows from operations, available cash balances and other sources of liquidity described above are sufficient to meet the Company's liquidity needs. The Company continues to have the ability to meet its operational cash flow requirements, its contractual obligations, and its declared dividends. The current practice of the Company is to declare and pay dividends to common shareholders on a quarterly basis at the discretion of the Board of Directors. The declaration of dividends by the Board of Directors is dependent on a variety of factors, including earnings which are significantly influenced by the impact that debt and equity market performance has on the Company's fee income and commission and certain other expenses. The Company's liquidity position and its management of liquidity and funding risk have not changed materially since December 31, 2022.

### **Credit Risk**

This is the risk of financial loss to the Company if a counterparty to a transaction fails to meet its obligations.

The Company's cash and cash equivalents, other investment holdings, mortgage portfolios, and derivatives are subject to credit risk. The Company monitors its credit risk management practices on an ongoing basis to evaluate their effectiveness.

#### **Cash and Cash Equivalents and Client Funds on Deposit**

At June 30, 2023, cash and cash equivalents of \$413.2 million (December 31, 2022 – \$1,072.9 million) consisted of cash balances of \$209.2 million (December 31, 2022 – \$346.3 million) on deposit with Canadian chartered banks and cash equivalents of \$204.0 million (December 31, 2022 – \$726.6 million). Cash equivalents are comprised of Government of Canada treasury bills totalling \$0.5 million (December 31, 2022 – \$81.6 million), provincial government treasury bills and promissory notes of nil (December 31, 2022 – \$306.8 million), bankers' acceptances of \$203.5 million (December 31, 2022 – \$293.2 million) and other corporate commercial paper of nil (December 31, 2022 – \$45.0 million).

IG Wealth Management's client funds on deposit of \$3,892.0 million (December 31, 2022 – \$4,029.7 million) are held with a Schedule I chartered bank and approximately 88% of the deposits were insured by the Canada Deposit Insurance Corporation at June 30, 2023. IPC's client funds on deposit of \$250.0 million (December 31, 2022 – \$317.7 million) included in assets held for sale at June 30, 2023 are held with a Schedule I chartered bank and approximately 86% of the deposits were insured by the Canada Deposit Insurance Corporation at June 30, 2023.

The Company manages credit risk related to cash and cash equivalents by adhering to its Investment Policy that outlines credit risk parameters and concentration limits. The Company regularly reviews the credit ratings of its counterparties. The maximum exposure to credit risk on these financial instruments is their carrying value.

The Company's exposure to and management of credit risk related to cash and cash equivalents and fixed income securities have not changed materially since December 31, 2022.

#### **Mortgage Portfolio**

At June 30, 2023, residential mortgages, recorded on the Company's balance sheet, of \$5.0 billion (December 31, 2022 – \$5.0 billion) consisted of \$4.6 billion sold to securitization programs (December 31, 2022 – \$4.6 billion), \$444.6 million held pending sale or securitization (December 31, 2022 – \$371.9 million) and \$13.1 million related to the Company's intermediary operations (December 31, 2022 – \$12.7 million).

The Company manages credit risk related to residential mortgages through:

- Adhering to its lending policy and underwriting standards;
- Its loan servicing capabilities;
- Use of client-insured mortgage default insurance and mortgage portfolio default insurance held by the Company; and
- Its practice of originating its mortgages exclusively through a network of Mortgage Planning Specialists and IG Wealth Management advisors as part of a client's IG Living Plan.

In certain instances, credit risk is also limited by the terms and nature of securitization transactions as described below:

- Under the NHA MBS program totalling \$2.5 billion (December 31, 2022 – \$2.5 billion), the Company is obligated to make timely payment of principal and coupons irrespective of whether such payments were received from the mortgage borrower. However, as required by the NHA MBS program, 100% of the loans are insured by an approved insurer.
- Credit risk for mortgages securitized by transfer to bank-sponsored securitization trusts totalling \$2.1 billion (December 31, 2022 – \$2.1 billion) is limited to amounts held

in cash reserve accounts and future net interest income, the fair values of which were \$54.3 million (December 31, 2022 – \$55.2 million) and \$21.5 million (December 31, 2022 – \$21.3 million), respectively, at June 30, 2023. Cash reserve accounts are reflected on the balance sheet, whereas rights to future net interest income are not reflected on the balance sheet and will be recorded over the life of the mortgages.

At June 30, 2023, residential mortgages recorded on balance sheet were 52.0% insured (December 31, 2022 – 53.3%). At June 30, 2023, impaired mortgages on these portfolios were \$1.4 million, compared to \$2.2 million at December 31, 2022. Uninsured non-performing mortgages over 90 days on these portfolios were \$1.2 million at June 30, 2023, compared to \$1.7 million at December 31, 2022.

The Company also retains certain elements of credit risk on mortgage loans sold to the IG Mackenzie Mortgage and Short Term Income Fund through an agreement to repurchase mortgages in certain circumstances benefiting the funds. These loans are not recorded on the Company's balance sheet as the Company has transferred substantially all of the risks and rewards of ownership associated with these loans.

The Company regularly reviews the credit quality of the mortgages and the adequacy of the allowance for expected credit losses.

The Company's allowance for expected credit losses was \$0.8 million at June 30, 2023, unchanged from December 31, 2022, and is considered adequate by management to absorb all credit-related losses in the mortgage portfolios based on: i) historical credit performance experience, ii) recent trends including increasing interest rates, iii) current portfolio credit metrics and other relevant characteristics, iv) our strong financial planning relationship with our clients, and v) stress testing of losses under adverse real estate market conditions.

The Company's exposure to and management of credit risk related to mortgage portfolios have not changed materially since December 31, 2022.

#### **Derivatives**

The Company is exposed to credit risk through derivative contracts it utilizes to hedge interest rate risk, to facilitate securitization transactions and to hedge market risk related to certain stock-based compensation arrangements. These derivatives are discussed more fully under the Market Risk section of this MD&A.

To the extent that the fair value of the derivatives is in a gain position, the Company is exposed to credit risk that its counterparties fail to fulfil their obligations under these arrangements.

The Company's derivative activities are managed in accordance with its Investment Policy which includes counterparty limits and other parameters to manage counterparty risk. The aggregate credit risk exposure related to derivatives that are in a gain position of \$76.8 million (December 31, 2022 – \$71.2 million) does not give effect to any netting agreements or collateral arrangements. The exposure to credit risk, considering netting agreements and collateral arrangements and including rights to future net interest income, was \$8.1 million at June 30, 2023 (December 31, 2022 – \$10.5 million). Counterparties are all Canadian Schedule I chartered banks and, as a result, management has determined that the Company's overall credit risk related to derivatives was not significant at June 30, 2023. Management of credit risk related to derivatives has not changed materially since December 31, 2022.

Additional information related to the Company's securitization activities and utilization of derivative contracts can be found in Note 8 to the Interim Financial Statements and Notes 2, 7 and 23 to the Annual Financial Statements.

#### **Market Risk**

This is the risk of loss arising from changes in the values of the Company's financial instruments due to changes in interest rates, equity prices or foreign exchange rates.

#### **Interest Rate Risk**

IGM Financial is exposed to interest rate risk on its mortgage portfolio and on certain of the derivative financial instruments used in our mortgage banking operations.

The Company manages interest rate risk associated with its mortgage banking operations by entering into interest rate swaps with Canadian Schedule I chartered banks as follows:

- The Company has in certain instances funded floating rate mortgages with fixed rate Canada Mortgage Bonds as part of the securitization transactions under the CMB Program. As previously discussed, as part of the CMB Program, the Company is party to a swap whereby it is entitled to receive investment returns on reinvested mortgage principal and is obligated to pay Canada Mortgage Bond coupons. This swap had a fair value of \$22.7 million (December 31, 2022 – \$20.5 million) and an outstanding notional amount of \$0.2 billion at June 30, 2023 (December 31, 2022 – \$0.2 billion). The Company enters into interest rate swaps with Canadian Schedule I chartered banks to hedge the risk that the interest rates earned on floating rate mortgages and reinvestment returns decline. The fair value of these swaps totalled negative \$24.2 million (December 31, 2022 – negative \$19.6 million), on an outstanding notional amount of \$1.5 billion at June 30, 2023 (December 31, 2022 – \$1.3 billion). The net fair value of these swaps of

negative \$1.5 million at June 30, 2023 (December 31, 2022 – \$0.9 million) is recorded on the balance sheet and has an outstanding notional amount of \$1.7 billion (December 31, 2022 – \$1.5 billion).

- The Company is exposed to the impact that changes in interest rates may have on the value of mortgages committed to or held pending sale or securitization to long-term funding sources. The Company enters into interest rate swaps to hedge the interest rate risk related to funding costs for mortgages held by the Company pending sale or securitization. Hedge accounting is applied to the cost of funds on certain securitization activities. The effective portion of fair value changes of the associated interest rate swaps are initially recognized in Other comprehensive income and subsequently recognized in Wealth Management revenue over the term of the related Obligations to securitization entities. The fair value of these swaps was \$4.1 million (December 31, 2022 – \$4.7 million) on an outstanding notional amount of \$270.9 million at June 30, 2023 (December 31, 2022 – \$191.6 million).

As at June 30, 2023, the impact to annual net earnings of a 100 basis point increase in interest rates would have been a decrease of approximately \$0.8 million (December 31, 2022 – decrease of \$1.7 million). The Company's exposure to and management of interest rate risk have not changed materially since December 31, 2022.

#### **Equity Price Risk**

IGM Financial is exposed to equity price risk on our equity investments which are classified as either fair value through other comprehensive income or fair value through profit or loss, and on our investments in associates, which are accounted for using the equity method. The fair value of the other investments was \$0.8 billion at June 30, 2023 (December 31, 2022 – \$0.8 billion), as shown in Table 18, and the carrying value of the investment in associates was \$3.6 billion at June 30, 2023 (December 31, 2022 – \$2.1 billion), as shown in Table 16.

The Company sponsors a number of deferred compensation arrangements for employees where payments to participants are deferred and linked to the performance of the common shares of IGM Financial Inc. The Company hedges its exposure to this risk through the use of forward agreements and total return swaps.

#### **Foreign Exchange Risk**

IGM Financial is exposed to foreign exchange risk on its investment in ChinaAMC. Changes to the carrying value due to changes in foreign exchange rates are recognized in Other comprehensive income. As at June 30, 2023, a 5% appreciation (depreciation) in Canadian currency relative to foreign

currencies would decrease (increase) the aggregate carrying value of foreign investments by approximately \$123.8 million (\$136.9 million).

The Company's proportionate share of ChinaAMC's earnings, recorded in Proportionate share of associates' earnings in the Consolidated Statements of Earnings, is also affected by changes in foreign exchange rates. For the quarter ended June 30, 2023, the impact to net earnings of a 5% appreciation (depreciation) in Canadian currency relative to foreign currencies would decrease (increase) the Company's proportionate share of associates' earnings (losses) by approximately \$1.4 million (\$1.6 million).

#### **Risks Related to Assets Under Management and Advisement**

At June 30, 2023, IGM Financial's total assets under management and advisement were \$261.1 billion compared to \$249.4 billion at December 31, 2022.

The Company's primary sources of revenues are advisory fees and asset management fees which are applied as an annual percentage of the level of assets under management and advisement. As a result, the level of the Company's revenues and earnings are indirectly exposed to a number of financial risks that affect the value of assets under management and advisement on an ongoing basis. These include market risks, such as changes in equity prices, interest rates and foreign exchange rates, as well as credit risk on debt securities, loans and credit exposures from other counterparties within our client portfolios.

Changing financial market conditions may also lead to a change in the composition of the Company's assets under management between equity and fixed income instruments, which could result in lower revenues depending upon the management fee rates associated with different asset classes and mandates.

The Company believes that over the long term, exposure to investment returns on its client portfolios is beneficial to the Company's results and consistent with stakeholder expectations, and generally it does not engage in risk transfer activities such as hedging in relation to these exposures.

The Company's exposure to the value of assets under management and advisement aligns it with the experience of its clients. Assets under management are broadly diversified by asset class, geographic region, industry sector, investment team and style. The Company regularly reviews the sensitivity of its assets under management, revenues, earnings and cash flow to changes in financial markets.



**Table 27: IGM Financial Assets Under Management – Asset and Currency Mix**

<i>As at June 30, 2023</i>	Investment	
	Funds	Total
Cash	1.1 %	2.2 %
Short-term fixed income and mortgages	4.5	4.5
Other fixed income	22.2	21.7
Domestic equity	20.1	25.1
Foreign equity	49.6	44.5
Real Property	2.5	2.0
	<b>100.0 %</b>	<b>100.0 %</b>
CAD	49.4 %	55.4 %
USD	33.2	29.2
Other	17.4	15.4
	<b>100.0 %</b>	<b>100.0 %</b>

## 2) Operational Risk

This is the risk of financial loss, reputational damage or regulatory actions resulting from inadequate or failed internal processes or systems, human interaction or external events. This excludes business risk, which is a separate category in our ERM framework.

We are exposed to a broad range of operational risks, including information technology security and system failures, errors relating to transaction processing, financial models and valuations, fraud and misappropriation of assets, and inadequate application of internal control processes.

Operational risks relating to people and processes are mitigated through policies and process controls. Oversight of risks and ongoing evaluation of the effectiveness of controls is provided by the Company's Compliance Department, ERM Department and Internal Audit Department.

The Company has an insurance review process where it assesses and determines the nature and extent of insurance that is appropriate to provide adequate protection against unexpected losses, and where it is required by law, regulators or contractual agreements.

Operational risk affects all business activities, including the processes in place to manage other risks. As a result, operational risk can be difficult to measure, given that it forms part of other risks of the Company and may not always be separately identified.

The Company's risk management framework emphasizes operational risk management and internal control. The Company has a very low appetite for risk in this area.

The business unit leaders are responsible for management of the day to day operational risks of their respective business units. Specific programs, policies, training, standards and governance processes have been developed to help manage operational risk.

The Company has a crisis response plan which outlines crisis response coordination policies and procedures in the event of a crisis that could significantly impact the organization's reputation, brands or business operations. The Company executes simulation exercises on a regular basis. The Company has a crisis assessment team comprised of senior leadership who are responsible for crisis confirmation and management. In addition, this team is responsible for setting strategy, overseeing response and ensuring appropriate subject matter experts are engaged in the scenario-dependent crisis response team.

The Company also has a business continuity management program to enable critical operations and processes to function in the event of a business disruption.

The Company's business continuity plan has been effective at ensuring the Company is able to continue operations and provide client service with minimal disruptions.

### Technology and Cyber Risk

We use systems and technology to support business operations and the client and advisor experience. As a result, we are exposed to risks relating to technology and cyber security such as data breaches, identity theft and hacking, including the risk of denial of service or malicious software attacks. The volume of these activities in our society has increased since the onset of COVID-19. Such attacks could compromise confidential information of the Company and that of clients or other stakeholders, and could result in negative consequences including lost revenue, litigation, regulatory scrutiny or reputational damage. To remain resilient to such threats, we have established enterprise-wide cyber security programs, benchmarked capabilities to sound industry practices, and implemented threat and vulnerability assessment and response capabilities. Hybrid work from home programs introduces increased need to mitigate risk of potential data loss.

### **Third Party Risk**

We regularly engage third parties to provide expertise and efficiencies that support our operational activities. Our exposure to third party service provider risk could include reputational, regulatory and other operational risks. Policies, standard operating procedures and dedicated resources, including a supplier code of conduct and outsourcing policy, have been developed and implemented to specifically address third party service provider risk. We perform due diligence and monitoring activities before entering into contractual relationships with third-party service providers and on an ongoing basis. As our reliance on external service providers continues to grow, we continue to enhance resources and processes to support third party risk management.

### **Model Risk**

We use a variety of models to assist in: the valuation of financial instruments, operational scenario testing, management of cash flows, capital management, and assessment of potential acquisitions. These models incorporate internal assumptions, observable market inputs and available market prices. Effective controls exist over the development, implementation and application of these models. However, changes in the internal assumptions or other factors affecting the models could have an adverse effect on the Company's consolidated financial position and reputation.

### **Legal and Regulatory Compliance Risk**

This is the risk of not complying with laws, contractual agreements or regulatory requirements. These risks relate to regulation governing product distribution, investment management, accounting, reporting and communications.

IGM Financial is subject to complex and changing legal, taxation and regulatory requirements, including the requirements of agencies of the federal, provincial and territorial governments in Canada which regulate the Company and its activities. The Company and its subsidiaries are also subject to the requirements of self-regulatory organizations to which they belong. These and other regulatory bodies regularly adopt new laws, rules, regulations and policies that apply to the Company and its subsidiaries. These requirements include those that apply to IGM Financial as a publicly traded company and those that apply to the Company's subsidiaries based on the nature of their activities. They include regulations related to the management and provision of financial products and services, including securities, insurance and mortgages, and other activities carried on by the Company in the markets in which it operates. Regulatory standards affecting the Company and the financial services industry are significant and continually evolve. The Company and its subsidiaries are subject to reviews as part of the normal ongoing process of oversight by the various regulators.

Failure to comply with laws, rules or regulations could lead to regulatory sanctions and civil liability, and may have an adverse reputational or financial effect on the Company. The Company manages legal and regulatory compliance risk through its efforts to promote a strong culture of compliance. The monitoring of regulatory developments and their impact on the Company is overseen by the Regulatory Initiatives Committee chaired by the Executive Vice-President, General Counsel. The Company also continues to develop and maintain compliance policies, processes and oversight, including specific communications on compliance and legal matters, training, testing, monitoring and reporting. The Audit Committee of the Board receives regular reporting on compliance initiatives and issues.

IGM Financial promotes a strong culture of ethics and integrity through its Code of Conduct approved by the Board of Directors, which outlines standards of conduct that apply to all IGM Financial directors, officers and employees. The Code of Conduct references many policies relating to the conduct of directors, officers and employees. Other corporate policies cover anti-money laundering and privacy. Training is provided on these policies on an annual basis. Individuals subject to the Code of Conduct attest annually that they understand the requirements and have complied with its provisions.

Business units are responsible for management of legal and regulatory compliance risk, and implementing appropriate policies, procedures and controls. The Compliance Department is responsible for providing oversight of all regulated compliance activities. The Internal Audit Department also provides oversight concerning regulatory compliance matters.

### **Privacy Risk**

Privacy risk is the potential for access to, collection, use, transfer, disclosure and retention of personal information in contravention of applicable laws, regulations and/or ethical standards. Our clients entrust us with their personal information, and we have a regulatory and ethical responsibility to protect it. We collect only the personal information that is necessary to provide our products and services to clients, and where we have consent to do so.

If we need to share clients' personal information with third-party service providers, we remain responsible for that information and protect it through contractual and other measures that commit the service providers to maintain levels of protection comparable to ours.

IGM Financial has established an enterprise Privacy Risk Management Framework to manage privacy risk. Our Chief Privacy Officer (CPO) leads and oversees our privacy program, partnering with cross-functional teams to develop and implement enterprise-wide policies, standards and controls regarding the handling and safeguarding of personal

information. Ultimately reporting to the CPO, enterprise and operating company privacy delegates work with front-line business units to address privacy matters.

Employees and advisors are required to complete mandatory privacy training at onboarding, and annually thereafter. The training includes our privacy obligations, privacy best practices, and how to prevent, handle and report privacy breaches, complaints and access to information requests.

### Contingencies

The Company is subject to legal actions arising in the normal course of its business. In December 2018, a proposed class action was filed in the Ontario Superior Court against Mackenzie Financial Corporation (Mackenzie) which alleges that the company should not have paid mutual fund trailing commissions to order execution only dealers. In August 2022, a second proposed class action concerning the same subject matter was filed against Mackenzie.

In late March 2023, the Company was notified by one of our third-party vendors, InvestorCOM Inc., that they were compromised due to a cybersecurity incident related to a technology supplier to InvestorCOM, GoAnywhere. On becoming aware of this incident, we took immediate steps to mitigate the issue and began a full cyber forensics investigation. As part of the investigation, we discovered that Mackenzie client account numbers, names, addresses and social insurance numbers were part of this incident. The Company has notified impacted clients and offered credit monitoring at no cost for two years to all clients. At this time, we expect known costs to be covered by the Company's insurance. In July 2023, a proposed class action was filed in the Court of King's Bench for Saskatchewan against Mackenzie concerning the same subject matter.

Although it is difficult to predict the outcome of any such legal actions, based on current knowledge and consultation with legal counsel, management does not expect the outcome of any of these matters, individually or in aggregate, to have a material adverse effect on the Company's consolidated financial position.

### 3) Strategic Risk

This is the risk of potential adverse impacts resulting from inadequate or inappropriate governance, oversight, management of incentives and conflicts, regulatory developments and strategy.

IGM Financial believes in the importance of good corporate governance and the central role played by directors in the governance process. We believe that sound corporate governance is essential to the well-being of the Company and our shareholders.

Oversight of IGM Financial is performed by the Board of Directors directly and through its five committees. The Company's President and Chief Executive Officer has overall responsibility for management of the Company. The Company's activities are carried out principally by three operating companies – Investors Group Inc., Mackenzie Financial Corporation and Investment Planning Counsel Inc. – each of which are managed by a President and Chief Executive Officer. The Company also has a strategy execution oversight function and committee that reviews and approves strategic initiative business cases and oversees progress against our strategic priorities and objectives.

The President and Chief Executive Officer of the Company, in collaboration with the Board of Directors, is responsible each year to develop, review and update the Company's strategic plan. The strategic plan sets out both the annual and longer-term objectives for the Company in light of emerging opportunities and risks and with a view to the Company's sustained profitable growth and long-term value creation. The Board is responsible for approving the Company's overall business strategy. In carrying out this responsibility, the Board reviews the short-, medium- and long-term risks associated with the strategic plan, considers the strengths and potential weaknesses of trends and opportunities, and approves the Company's annual business, financial and capital management plans. A portion of each Board meeting is dedicated to discussion of strategic matters including receiving updates on the progress and implementation of the strategic plan.

### Regulatory Development Risk

This is the potential for changes to regulatory, legal, or tax requirements that may have an adverse impact on the Company's business activities or financial results.

We are exposed to the risk of changes in laws, taxation and regulation that could have an adverse impact on the Company. Particular regulatory initiatives may have the effect of making the products of the Company's subsidiaries appear to be less competitive than the products of other financial service providers, to third party distribution channels and to clients. Regulatory differences that may impact the competitiveness of the Company's products include regulatory costs, tax treatment, disclosure requirements, transaction processes or other differences that may be as a result of differing regulation or application of regulation. Regulatory developments may also impact product structures, pricing, and dealer and advisor compensation. In July, 2023, the China Securities Regulatory Commission (CSRC) initiated a work plan for the fee reform of the mutual fund industry, which the CSRC has indicated is designed to continue to promote the high-quality development of the Chinese investment fund industry. Concurrently, ChinaAMC announced fee reductions on certain mutual funds.



These reductions will reduce the revenues of ChinaAMC and impact the earnings that IGM Financial recognizes related to its investment in ChinaAMC. These changes are not expected to be material to IGM Financial. We believe these changes will help encourage broader participation of retail and institutional investors in the development of a fast growing industry. While the Company and its subsidiaries actively monitor such initiatives, and where feasible comment upon or discuss them with regulators, the ability of the Company and its subsidiaries to mitigate the imposition of differential regulatory treatment of financial products or services is limited.

The Company continuously monitors regulatory developments, guidance and communications.

### Acquisition Risk

The Company is exposed to risks related to its acquisitions and strategic investments. The Company undertakes thorough due diligence prior to completing an acquisition, but there is no assurance that the Company will achieve the expected strategic objectives or cost and revenue synergies subsequent to an acquisition. Subsequent changes in the economic environment and other unanticipated factors may affect the Company's ability to achieve expected earnings growth or expense reductions. The success of an acquisition and of the Company's strategic investments is dependent on retaining assets under management, clients, and key employees of an acquired company.

## 4) Business Risk

### General Business Conditions

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from competitive or other external factors relating to the marketplace.

Global economic conditions, changes in equity markets, inflation and demographics can affect investor confidence, income levels and savings. In addition, geopolitical risk, government instability and other factors can influence inflation, interest rates, global economic growth, and business conditions in markets in which the Company operates. These environments could result in reduced sales of IGM Financial's products and services and/or result in investors redeeming their investments. These factors may also affect the level and volatility of financial markets and

the value of the Company's assets under management, as described more fully under the Risks Related to Assets Under Management section of this MD&A.

To manage this risk, the Company, across its operating subsidiaries, communicates with clients and underscores the importance of financial planning across economic cycles. The Company and the industry continue to take steps to educate Canadian investors on the merits of financial planning, diversification and long-term investing. In periods of volatility, Wealth Management advisors and independent financial advisors play a key role in assisting investors in maintaining perspective and focus on their long-term objectives.

Redemption rates for long-term funds are summarized in Table 28 and are discussed in the Wealth Management and the Asset Management Segment Operating Results sections of this MD&A.

### Catastrophic Events or Loss

Catastrophic events or loss refers to the risk that events such as earthquakes, floods, fire, tornadoes, pandemics, or terrorism could adversely affect the Company's financial performance.

Catastrophic events can cause economic uncertainty, affect investor confidence, income levels and financial planning decisions. This could affect the level and volatility of financial markets and the level of the Company's assets under management and advisement.

### Product / Service Offering

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from inadequate product or service performance, quality or breadth.

IGM Financial and its subsidiaries operate in a highly competitive environment, competing with other financial service providers, investment managers and product and service types. Client development and retention can be influenced by a number of factors, including investment performance, products and services offered by competitors, relative service levels, relative pricing, product attributes, reputation and actions taken by competitors. This competition could have an adverse impact upon the Company's financial position and operating results. Please refer to The Competitive Landscape section of this MD&A for further discussion.

**Table 28: Twelve Month Trailing Redemption Rate for Long-term Funds**

	2023 Jun. 30	2022 Jun. 30
<b>IGM Financial Inc.</b>		
IG Wealth Management	11.1 %	9.1 %
Mackenzie	16.2 %	14.3 %
Counsel	22.0 %	19.0 %

We provide Wealth Management advisors, independent financial advisors, as well as retail and institutional clients with a high level of service and support and a broad range of investment products, with a focus on building enduring relationships. The Company's subsidiaries also continually review their respective product and service offering and pricing to ensure competitiveness in the marketplace.

We strive to deliver strong investment performance on our products relative to benchmarks and peers. Poor investment performance relative to benchmarks or peers could reduce the level of assets under management and sales and asset retention, as well as adversely impact our brands and reputation. Meaningful and/or sustained underperformance could affect the Company's results. Our objective is to cultivate investment processes and disciplines that give us a competitive advantage, and we do this by diversifying our assets under management and product shelf by investment team, brand, asset class, mandate, style and geographic region.

### **Business / Client Relationships**

This risk refers to the potential for unfavourable impacts on IGM Financial resulting from changes to key business or client relationships. These relationships primarily include IG Wealth Management clients and advisors, Mackenzie retail distribution, strategic and significant business partners, clients of Mackenzie funds, and sub-advisors and other product suppliers.

*IG Wealth Management advisor network* – IG Wealth Management derives all of its mutual fund sales through its advisor network. IG Wealth Management advisors have regular direct contact with clients which can lead to a strong and personal client relationship based on the client's confidence in that individual advisor. The market for advisors is extremely competitive. The loss of a significant number of key advisors could lead to the loss of client accounts which could have an adverse effect on IG Wealth Management's results of operations and business prospects. IG Wealth Management is focused on strengthening its distribution network of advisors and on responding to the complex financial needs of its clients by delivering a diverse range of products and services in the context of personalized financial advice, as discussed in the Wealth Management Review of the Business section of this MD&A.

*Asset Management* – Mackenzie derives the majority of its mutual fund sales through third party financial advisors. Financial advisors generally offer their clients investment products in addition to, and in competition with Mackenzie. Mackenzie also derives sales of its investment products and services from its strategic alliance and institutional clients. Due to the nature of the distribution relationship in these relationships and the relative size of these accounts, gross sale and redemption activity can be more pronounced in these accounts than in a retail relationship. Mackenzie's ability to market its investment

products is highly dependent on continued access to these distribution networks. Lack of access could have a material adverse effect on Mackenzie's operating results and business prospects. Mackenzie is well positioned to manage this risk and to continue to build and enhance its distribution relationships. Mackenzie's diverse portfolio of financial products and its long-term investment performance record, marketing, educational and service support has made Mackenzie one of Canada's leading investment management companies. These factors are discussed further in the Asset Management Review of the Business section of this MD&A.

### **People Risk**

This risk refers to the potential inability to attract or retain employees or Wealth Management advisors, develop them to an appropriate level of proficiency, or manage engagement and personnel succession or transition.

Management, investment and distribution personnel play an important role in developing, implementing, managing and distributing products and services offered by IGM Financial. The loss of these individuals or an inability to attract, retain and engage sufficient numbers of qualified personnel could negatively affect IGM Financial's business and financial performance.

We have a Diversity, Equity and Inclusion Strategy with the purpose of driving an inclusive, equitable and consistent experience for employees and clients that supports our business objectives now and into the future. To achieve the desired outcomes, we focus on three pillars of action: raising awareness; improving inclusive leadership behaviours; and building external partnerships and community engagement.

We also have a Wellness Strategy to support our employees' wellbeing with a goal to ensure our employees are physically thriving, emotionally balanced, socially connected and financially secure.

## **5) Environmental and Social Risk (Including Climate Change)**

This is the potential for financial loss or other unfavourable impacts resulting from environmental or social (E&S) issues connected to our business operations, investment activities, meeting our sustainability commitments, and increasingly for regulatory compliance. We recognize that E&S risks can be within our operations or impact stakeholders along our supply chain, including clients, investee companies and suppliers.

Environmental risks include issues such as climate change, biodiversity and land use, pollution, waste, and the unsustainable use of energy, water and other resources. Social risks include issues such as human rights; labour standards; diversity, equity and inclusion; Indigenous reconciliation; and community impacts.

IGM Financial has a long-standing commitment to responsible management, as articulated in our Corporate Sustainability Statement approved by the Board of Directors. Through its Risk Committee, the Board is responsible for ensuring that material E&S risks are appropriately identified, managed and monitored.

The Company's Executive Risk Management Committee is responsible for oversight of the risk management process, including E&S and climate change risks. Other management committees provide oversight of specific risks including the Executive Sustainability Committee and the Diversity and Inclusion Executive Council. The Sustainability Committee is composed of senior executives who are responsible for ensuring implementation of policy and strategy, establishing goals and initiatives, measuring progress, and approving annual reporting for environmental, social and governance (ESG) matters.

Our commitment to responsible management is demonstrated through various mechanisms. These include our Code of Conduct for employees, contractors, and directors; our Supplier Code of Conduct; our Workplace Harassment and Discrimination Prevention Policy; our Diversity Policy; our Environmental Policy; and other related policies.

IG Wealth Management and Mackenzie Investments, and their investment sub-advisors, are signatories to the Principles for Responsible Investment (PRI). Under the PRI, investors formally commit to incorporate ESG issues into their investment decision making and active ownership processes. In addition, IG Wealth Management, Mackenzie Investments and Investment Planning Counsel have implemented Sustainable Investment Policies outlining the practices at each company.

IGM Financial reports annually on ESG management and performance in its Sustainability Report available on our website. The Company has been recognized for demonstrating strong ESG performance through positions earned on the FTSE4Good Index Series, Jantzi Social Index, Corporate Knights' 2023 Global 100 and 2023 Best 50 Corporate Citizens.

IGM Financial is a long-standing participant in the CDP (formerly Carbon Disclosure Project), which promotes corporate disclosures on greenhouse gas emissions and climate change management including setting and monitoring emission reduction targets. IGM Financial has been recognized by CDP at the leadership level for the past seven years for its climate disclosures.

Global practices are continually evolving relating to the identification, analysis, and management of climate risks and opportunities. The Financial Stability Board's Task Force on Climate-related Financial Disclosures (TCFD) was established in response to investor demand for enhanced information on climate-related risks and opportunities. IGM Financial and its operating companies support the TCFD recommendations which

include a framework for consistent, voluntary climate-related financial disclosures that provide decision-useful information to investors, analysts, rating agencies and other stakeholders.

### **TCFD Disclosure**

The TCFD recommends that organizations disclose information about climate-related risks and opportunities in four areas: governance, strategy, risk management, and metrics and targets. Full implementation of TCFD will be a multi-year journey.

### **Governance**

Our Board is responsible for providing oversight on risk and strategy, which includes sustainability and climate-related matters. The Board meets with management at least annually to discuss plans and emerging ESG issues. Through its Risk Committee, the Board is responsible for ensuring that material ESG risks are appropriately identified, managed and monitored.

The senior-most leaders at each of our operating companies have primary ownership and accountability for the ongoing climate risk and opportunity management associated with their respective activities. IGM Financial's Risk Management and Sustainability Committees perform oversight functions, and our Chief Risk Officer oversees implementation of the Corporate Sustainability and Enterprise Risk Management programs.

We have established a cross-functional, enterprise wide TCFD Working Group of senior leaders to lead the planning and implementation of the TCFD recommendations. This working group is focused on enhancing our knowledge and tools to quantify climate risks in tandem with our industry, further integrating climate into our business strategy, operations and product offering, evolving our engagement approach with investee companies, and addressing increased disclosure expectations.

The Mackenzie Sustainability Steering Committee is responsible for approving and governing corporate and sustainability related policies; approval and oversight for investment stewardship priorities including climate; approval and monitoring for targets related to climate change; and evaluation of progress relative to key performance indicators, strategy roadmap, and the market.

The IG Wealth Management Sustainable Investing Committee is responsible for reviewing and approving sustainable investing and ESG matters including but not limited to evaluating and considering climate-related risks and opportunities.

### **Strategy**

Through IGM Financial's wealth and asset management businesses, the company plays a role in the global transition to a low-carbon economy. In November 2021, IGM Financial

detailed its climate commitments in a position statement on our website, with a focus on three key areas:

1. *Investing in a greener, climate resilient economy* – Our investment processes and products give us the opportunity to manage climate risks and create innovative solutions to our ongoing climate issues.
2. *Collaborating and engaging to help shape the global transition* – We play a role in bringing climate-smart investment advice and solutions to clients, helping companies adapt, and participating in industry and policy advancements.
3. *Demonstrating alignment through our corporate actions* – We will hold ourselves to a similar standard that we expect from the companies we invest in and empower our employees to stand behind our commitments.

Our operating companies are active participants in collaborative industry groups that support our climate commitments by engaging companies on improving climate change governance, reducing emissions and strengthening climate-related financial disclosures. IGM Financial also joined the Partnership for Carbon Accounting Financials (PCAF) to support our journey to measure and disclose the greenhouse gas emissions associated with our mortgage loans and investments.

Climate-related risks and opportunities are identified and assessed within IGM Financial through our business planning processes which define our strategic priorities, initiatives and budgets. Our climate-related risks and opportunities can be grouped into the physical impacts of climate change and the impacts related to the transition to a low-carbon economy.

#### **Risks**

Our climate risks relate primarily to the potential for physical or transition risks to: negatively affect the performance of our clients' investments, resulting in reduced fee revenue; harm our reputation; create market risks through shifts in product demand; or lead to new regulatory, legal or disclosure requirements that could affect our business. Diversification within and across our investment portfolios aids in managing exposure to any one company, sector or geographic region that might be exposed to climate-related risks. We are also exposed to the impact of extreme weather events on our corporate properties which could lead to business disruption, and on the valuations of investment properties and client mortgages, which if not addressed proactively, could affect financial performance and the ability to use the assets long-term.

Our operating companies are committed to sustainable investing programs and policies that include a focus on climate risk. We provide data and tools for our investment teams to carry out current and forward-looking climate analysis and we integrate material climate risks into our investment and oversight processes for investment management sub-advisors. As part

of the hiring process and ongoing assessment of sub-advisors, our teams request information about how ESG, including climate risks and opportunities, is resourced, what processes and tools are used, metrics and targets, and how strategy and governance are influenced. As we continue to implement the TCFD recommendations, we are devoting increased resources to areas such as training, analysis, metrics, target-setting, strategy planning and working with collaborative organizations.

#### **Opportunities**

We are focused on meeting growing demand for sustainable investing and the opportunity to invest in the transition to a net-zero economy. We are also increasing our focus on educating and communicating with clients and advisors on sustainable investing and climate change.

At Mackenzie Investments, sustainable investing is an area of strategic emphasis, and we have established a dedicated team within Mackenzie who bring focus to ESG and climate across the organization. Mackenzie has two investment boutiques with this focus; Greenchip and Betterworld. The Greenchip boutique focuses on thematic investing to combat climate change and the Betterworld boutique focuses on solutions centered on sustainable objectives that incorporate environmental, social and governance factors.

At IG Wealth Management, we have integrated environmental and climate issues into our sub-advisory selection and oversight processes, and product development strategy. In October 2021, IG Wealth Management launched its Climate Action Portfolios, a suite of four diversified managed solutions which aim to provide clients with the opportunity to support and benefit from the global transition to net zero emissions.

#### **Scenarios**

We have implemented a tool for our investment funds to enhance our quantitative assessment of climate risks by analyzing emissions and other climate-related information at the investee company and portfolio levels. This system enables us to model potential transition pathways and track our portfolios against the goal of limiting global warming to 2°C above pre-industrial levels and examine the adequacy of emissions reductions over time in meeting the goals of the Paris Agreement. We are exploring scenario analysis tools with external data providers to support us in our efforts to run climate-related scenario analysis across our business.

#### **Risk Management**

Assessment and management of climate-related risks is integrated into our ERM framework. We use a consistent methodology across our organizations and business units for identification and assessment of risks, considering factors both internal and external to the organization. Risks are broadly

grouped into five categories: financial, operational, strategic, business, and environmental and social. We are increasingly focused on defining the relationship of climate risk to other material risks.

At Mackenzie Investments, each boutique investment team is responsible for determining when and how climate transition and physical risks are material, and for incorporating these risks into their investment process. At IG Wealth Management and IPC, management evaluates the sustainable investing practices of investment manager sub-advisors, including the integration of climate risks into their investment and active ownership practice.

#### **Engagement**

To maximize stewardship efforts, engagement at Mackenzie is undertaken both internally and by a third-party engagement specialist where climate change is a priority engagement topic. At IPC, a pooled engagement service provider is used to work with companies to enhance corporate behaviour and strategy related to topics including climate change. At IG Wealth

Management, investment management sub-advisors including Mackenzie are responsible for engagement activities and IG Wealth Management monitors their practices as part of regular due diligence and oversight.

Mackenzie Investments is a founding participant in Climate Engagement Canada and participates in CERES' Investor Network on Climate Risk. Both Mackenzie and IG joined Climate Action 100+ and became founding signatories to the Canadian Investor Statement on Climate Change.

#### **Metrics and Targets**

We set, monitor and report on climate change-related metrics and targets annually in our CDP response and our Sustainability Report which are available on our website.

We currently report Scope 1, 2 and 3 GHG emissions, where possible, including a portion of our Scope 3 investment emissions and weighted average carbon intensity. We are continuing to expand and enhance our measurement and reporting of emissions related to our investment portfolios as tools and information improves.

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## **The Financial Services Environment**

Canadians held \$6.5 trillion in discretionary financial assets with financial institutions at December 31, 2021 based on the most recent report from Investor Economics. The nature of holdings was diverse, ranging from demand deposits held for short-term cash management purposes to longer-term investments held for retirement purposes. Approximately 64% (\$4.1 trillion) of these financial assets are held within the context of a relationship with a financial advisor, and this is the primary channel serving the longer-term savings needs of Canadians. Of the \$2.3 trillion held outside of a financial advisory relationship, approximately 53% consisted of bank deposits.

Financial advisors represent the primary distribution channel for IGM Financial's products and services, and the core emphasis of our business model is to support these financial advisors as they work with clients to plan for and achieve their financial goals. Multiple sources of emerging research show significantly better financial outcomes for Canadians who use financial advisors compared to those who do not. We actively promote the value of financial advice and the importance of a relationship with an advisor to develop and remain focused on long-term financial plans and goals.

Approximately 41% of Canadian discretionary financial assets or \$2.6 trillion resided in investment funds at December 31, 2021, making it the largest financial asset class held by

Canadians. Other asset types include deposit products and direct securities such as stocks and bonds. Approximately 75% of investment funds are comprised of mutual fund products, with other product categories including segregated funds, hedge funds, pooled funds, closed end funds and exchange traded funds. With \$166 billion in investment fund assets under management at June 30, 2023, IGM Financial is among the country's largest investment fund managers. We believe that investment funds are likely to remain the preferred savings vehicle of Canadians. They offer the benefits of diversification, professional management, flexibility and convenience, and are available in a broad range of mandates and structures to meet most investor requirements and preferences.

Traditional distinctions between bank branches, full-service brokerages, financial planning firms and insurance agent sales forces have become obscured as many of these financial service providers strive to offer comprehensive financial advice implemented through access to a broad product shelf. Accordingly, the Canadian financial services industry is characterized by a number of large, diversified, vertically-integrated participants, similar to IGM Financial, that offer both financial planning and investment management services.

Canadian banks distribute financial products and services through their traditional bank branches, as well as through their



full service and discount brokerage subsidiaries. Bank branches continue to place increased emphasis on both financial planning and mutual funds. In addition, each of the “big six” banks has one or more mutual fund management subsidiaries. Collectively, mutual fund assets of the “big six” bank-owned mutual fund managers and affiliated firms represented 46% of total industry long-term mutual fund assets at June 30, 2023.

The Canadian mutual fund industry continues to be very concentrated, with the 10 largest firms and their subsidiaries representing 69% of industry long-term mutual fund assets and 68% of total mutual fund assets under management at June 30, 2023. We anticipate continuing consolidation in this segment of the industry as smaller participants are acquired by larger organizations.

We believe that the financial services industry will continue to be influenced by the following trends:

- Shifting demographics as the number of Canadians in their prime savings and retirement years continues to increase.
- Changes in investor attitudes based on economic conditions.
- Continued importance of the role of the financial advisor.
- Public policy related to retirement savings.
- Changes in the regulatory environment.
- A highly competitive landscape.
- Advancing and changing technology.

## The Competitive Landscape

Our subsidiaries, IG Wealth Management and Investment Planning Counsel, compete directly with other retail financial service providers in the advice segment, including other financial planning firms, as well as full service brokerages, banks and insurance companies. Our asset management subsidiary, Mackenzie Investments, competes directly with other investment managers for assets under management, and our products compete with stocks, bonds and other asset classes for a share of Canadians’ investment assets.

Competition from other financial service providers, alternative product types or delivery channels, and changes in regulations or public preferences could impact the characteristics of our product and service offerings, including pricing, product structures, dealer and advisor compensation and disclosure. We monitor developments on an ongoing basis, and engage in policy discussions and develop product and service responses as appropriate.

IGM Financial continues to focus on our commitment to provide quality investment advice and financial products, service innovations, effective and responsible management of the

Company and long-term value for our clients and shareholders. This includes efforts to modernize our digital platforms and technology infrastructure to enhance operations, achieve efficiencies and improve the service experience for our clients. We believe that IGM Financial is well-positioned to meet competitive challenges and capitalize on future growth opportunities.

Our competitive strength includes:

- Broad and diversified distribution through more than 35,000 financial advisors, with an emphasis on comprehensive financial planning.
- Broad product capabilities, leading brands and quality sub-advisory relationships.
- Enduring client relationships and the long-standing heritages and cultures of its subsidiaries.
- Benefits of being part of the Power Corporation group of companies.

### Broad and Diversified Distribution

In addition to owning two of Canada’s largest financial planning organizations, IG Wealth Management and Investment Planning Counsel, IGM Financial has, through Mackenzie, access to distribution through over 30,000 independent financial advisors. Mackenzie also, in its growing strategic alliance business, partners with global manufacturing and distribution entities to provide investment management services.

### Broad Product Capabilities

Our subsidiaries continue to develop and launch innovative products and strategic investment planning tools to assist advisors in building optimized portfolios for clients.

### Enduring Client Relationships

IGM Financial enjoys significant advantages as a result of the enduring relationships that advisors have developed with clients. In addition, our subsidiaries have strong heritages and cultures which are challenging for competitors to replicate.

### Part of the Power Corporation Group of Companies

As part of the Power Corporation group of companies, IGM Financial benefits through expense savings from shared service arrangements, as well as through access to distribution, products and capital.

# Critical Accounting Estimates and Policies

## Summary of Critical Accounting Estimates

There were no changes to the Company's assumptions related to critical accounting estimates from those reported at December 31, 2022, except as follows:

- *Goodwill and intangible assets* – The Company completed its annual impairment tests of goodwill and indefinite life intangible assets based on April 1, 2023 financial information and determined there was no impairment in the value of those assets.

The Company tests the fair value of goodwill and indefinite life intangible assets for impairment at least once a year and more frequently if an event or circumstance indicates the asset may be impaired.

An impairment loss is recognized if the amount of the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and its value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows (cash generating units). Finite life intangible assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable.

These tests involve the use of estimates and assumptions appropriate in the circumstances. In assessing the recoverable amounts, valuation approaches are used that include discounted cash flow analysis and application of capitalization multiples to financial and operating metrics based upon precedent acquisition transactions and trading comparables. Assumptions and estimates employed include future changes in assets under management resulting from net sales and investment returns, pricing and profit margin changes, discount rates, and capitalization multiples.

## Changes in Accounting Policies

### IFRS 17 – Insurance Contracts (IFRS 17)

The IASB issued IFRS 17 which sets out the requirements for the recognition, measurement, presentation and disclosures of insurance contracts a company issues, reinsurance contracts it holds, and investment contracts with discretionary participation features issued. IFRS 17 is effective for periods beginning on or after January 1, 2023. Entities adopting IFRS 17 had the option to defer adoption of IFRS 9 – Financial Instruments (IFRS 9). Adoption of these standards affected the accounting for the carrying value of the Company's investment in Great-West Lifeco Inc. (Lifeco) and the amount that the Company records for its proportionate share of associate's earnings. In the fourth quarter of 2022, Lifeco disclosed that the adoption of IFRS 17 and IFRS 9 was expected to decrease its total equity by \$3.4 billion as at January 1, 2022. Accordingly, the Company reduced the carrying value of its investment in Lifeco and retained earnings, at January 1, 2022, by \$136 million to reflect its proportionate share of Lifeco's estimated decrease to total equity. During the second quarter of 2023, the Company revised its estimate, on a prospective basis, using the final Lifeco disclosed impact of IFRS 17 and IFRS 9 by decreasing the gain on sale of Lifeco shares by \$6.2 million and increasing the proportionate share of associate's earnings by \$15.1 million.

Additional information of the impact on Lifeco is available in its public disclosures.

### Future Accounting Changes

The Company continuously monitors the potential changes proposed by the International Accounting Standards Board (IASB) and analyzes the effect that changes in the standards may have on the Company's operations.

The IASB is currently undertaking a number of projects which will result in changes to existing IFRS standards that may affect the Company. Updates will be provided as the projects develop.

## Internal Control Over Financial Reporting

During the second quarter of 2023, there have been no changes in the Company's internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

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## Other Information

### Transactions with Related Parties

There were no changes to the types of related party transactions from those reported at December 31, 2022. For further information on transactions involving related parties, see Notes 8, 26 and 29 to the Company's Annual Financial Statements.

On April 3, 2023, the Company entered into an agreement to sell 100% of Investment Planning Counsel Inc. (IPC) to The Canada Life Assurance Company (Canada Life), a subsidiary of its affiliate, Lifeco, which is a subsidiary of Power Corporation of Canada.

### Outstanding Share Data

Outstanding common shares of IGM Financial as at June 30, 2023 totalled 238,067,905. Outstanding stock options as at June 30, 2023 totalled 11,115,790 of which 6,865,347 were exercisable. As at July 31, 2023, outstanding common shares totalled 238,096,685 and outstanding stock options totalled 11,078,038 of which 6,828,755 were exercisable.

### SEDAR

Additional information relating to IGM Financial, including the Company's most recent financial statements and Annual Information Form, is available at [www.sedar.com](http://www.sedar.com).



# Interim Condensed Consolidated Financial Statements

## Consolidated Statements of Earnings

(unaudited) (in thousands of Canadian dollars, except per share amounts)

	Three months ended June 30		Six months ended June 30	
	2023	2022	2023	2022
<b>Revenues</b>				
Wealth management (Note 4)	\$ 552,482	\$ 535,295	\$ 1,086,593	\$ 1,096,506
Asset management	238,652	241,883	474,806	498,018
Dealer compensation expense	(79,423)	(82,088)	(158,749)	(173,204)
Net asset management (Note 4)	159,229	159,795	316,057	324,814
Net investment income and other	8,108	(447)	19,057	(2,942)
Gain on sale of Lifeco shares (Notes 2, 9)	(6,141)	-	172,977	-
Proportionate share of associates' earnings (Note 9)	57,976	50,033	111,020	98,433
	771,654	744,676	1,705,704	1,516,811
<b>Expenses (Note 5)</b>				
Advisory and business development	254,064	243,602	499,705	488,570
Operations and support	298,671	193,530	500,446	396,617
Sub-advisory	16,322	15,420	32,168	32,827
Interest	30,120	28,236	58,175	56,215
	599,177	480,788	1,090,494	974,229
Earnings before income taxes	172,477	263,888	615,210	542,582
Income taxes	35,438	58,498	98,799	120,789
Net earnings from continuing operations	137,039	205,390	516,411	421,793
Net earnings from discontinued operations (Note 3)	1,789	2,941	4,918	6,703
<b>Net earnings</b>	138,828	208,331	521,329	428,496
Non-controlling interest (Notes 3, 9)	(627)	(1,230)	(1,790)	(2,079)
<b>Net earnings available to common shareholders</b>	\$ 138,201	\$ 207,101	\$ 519,539	\$ 426,417
Earnings per share (in dollars) (Note 18)				
Net earnings available to common shareholders from continuing operations				
– Basic	\$ 0.57	\$ 0.85	\$ 2.16	\$ 1.75
– Diluted	\$ 0.57	\$ 0.85	\$ 2.16	\$ 1.75
Net earnings available to common shareholders				
– Basic	\$ 0.58	\$ 0.87	\$ 2.18	\$ 1.78
– Diluted	\$ 0.58	\$ 0.87	\$ 2.18	\$ 1.78

(See accompanying notes to interim condensed consolidated financial statements)

# Consolidated Statements of Comprehensive Income

(unaudited) (in thousands of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2023	2022	2023	2022
<b>Net earnings</b>	<b>\$ 138,828</b>	<b>\$ 208,331</b>	<b>\$ 521,329</b>	<b>\$ 428,496</b>
<b>Other comprehensive income (loss), net of tax</b>				
<b>Items that will not be reclassified to Net earnings</b>				
<b>Fair value through other comprehensive income investments</b>				
Other comprehensive income (loss) (Note 6), net of tax of \$1,401, \$60,546, \$1,026 and \$91,564	(2,841)	(383,919)	(433)	(582,664)
<b>Employee benefits</b>				
Net actuarial gains (losses), net of tax of \$2,725, \$(5,737), \$3,080 and \$(31,508)	(7,397)	15,607	(8,360)	85,295
<b>Investment in associates – employee benefits and other</b>				
Other comprehensive income (loss), net of tax of nil	(928)	11,123	115	11,005
<b>Items that may be reclassified subsequently to Net earnings</b>				
<b>Investment in associates and other</b>				
Other comprehensive income (loss), net of tax of \$2,605, \$4,657, \$3,294 and \$5,994	(143,158)	(48,050)	(135,765)	(56,607)
	<b>(154,324)</b>	<b>(405,239)</b>	<b>(144,443)</b>	<b>(542,971)</b>
<b>Total comprehensive income (loss)</b>	<b>\$ (15,496)</b>	<b>\$ (196,908)</b>	<b>\$ 376,886</b>	<b>\$ (114,475)</b>

(See accompanying notes to interim condensed consolidated financial statements)

# Consolidated Balance Sheets

(unaudited) (in thousands of Canadian dollars)

	June 30 2023	December 31 2022
		Restated (Note 2)
<b>Assets</b>		
Cash and cash equivalents	\$ 413,172	\$ 1,072,892
Other investments (Note 6)	768,739	774,536
Client funds on deposit	3,891,965	4,347,354
Accounts and other receivables	339,837	368,806
Income taxes recoverable	46,231	15,544
Loans (Note 7)	5,007,493	5,021,483
Derivative financial instruments	64,792	63,665
Other assets	134,979	156,240
Investment in associates (Note 9)	3,552,149	2,051,303
Capital assets	303,083	326,288
Capitalized sales commissions	386,628	372,173
Deferred income taxes	1,013	1,419
Assets held for sale (Note 3)	681,996	-
Intangible assets	1,202,251	1,363,642
Goodwill	2,636,771	2,802,173
	<b>\$ 19,431,099</b>	<b>\$ 18,737,518</b>
<b>Liabilities</b>		
Accounts payable and accrued liabilities	\$ 441,017	\$ 507,573
Income taxes payable	8,665	7,122
Derivative financial instruments	58,222	51,581
Deposits and certificates	3,872,685	4,333,997
Credit facility (Note 10)	550,000	-
Other liabilities	409,889	355,577
Obligations to securitization entities (Note 8)	4,546,635	4,610,438
Lease obligations	174,194	192,793
Deferred income taxes	426,783	451,005
Long-term debt (Note 11)	2,400,000	2,100,000
Liabilities held for sale (Note 3)	306,396	-
	<b>13,194,486</b>	<b>12,610,086</b>
<b>Shareholders' Equity</b>		
Share capital		
Common shares	1,688,222	1,672,799
Contributed surplus	55,509	54,134
Retained earnings	4,232,332	3,971,056
Accumulated other comprehensive income (loss)	202,433	362,766
Non-controlling interest	58,117	66,677
	<b>6,236,613</b>	<b>6,127,432</b>
	<b>\$ 19,431,099</b>	<b>\$ 18,737,518</b>

These interim condensed consolidated financial statements were approved and authorized for issuance by the Board of Directors on August 2, 2023.

(See accompanying notes to interim condensed consolidated financial statements)

# Consolidated Statements of Changes in Shareholders' Equity

(unaudited) (in thousands of Canadian dollars)

	Share capital – Common shares (Note 12)	Contributed surplus	Retained earnings	Accumulated other comprehensive income (loss) (Note 15)	Non- controlling interest	Total shareholders' equity
<b>Six months ended June 30</b>						
<b>2023</b>						
<b>Balance, beginning of period</b>						
As previously reported	\$ 1,672,799	\$ 54,134	\$ 4,106,714	\$ 362,766	\$ 66,677	\$ 6,263,090
Change in accounting policy (Note 2)	-	-	(135,658)	-	-	(135,658)
As restated	1,672,799	54,134	3,971,056	362,766	66,677	6,127,432
Net earnings	-	-	521,329	-	-	521,329
Other comprehensive income (loss), net of tax	-	-	-	(144,443)	-	(144,443)
Total comprehensive income	-	-	521,329	(144,443)	-	376,886
Common shares						
Issued under stock option plan	15,423	-	-	-	-	15,423
Stock options						
Current period expense	-	2,207	-	-	-	2,207
Exercised	-	(832)	-	-	-	(832)
Common share dividends	-	-	(267,807)	-	-	(267,807)
Non-controlling interest	-	-	(1,790)	-	(8,560)	(10,350)
Disposal of investment in associate (Note 9)	-	-	(2,017)	(16,008)	-	(18,025)
Transfer out of fair value through other comprehensive income (Note 6)	-	-	(118)	118	-	-
Other	-	-	11,679	-	-	11,679
<b>Balance, end of period</b>	<b>\$ 1,688,222</b>	<b>\$ 55,509</b>	<b>\$ 4,232,332</b>	<b>\$ 202,433</b>	<b>\$ 58,117</b>	<b>\$ 6,236,613</b>
<b>2022</b>						
<b>Balance, beginning of period</b>						
As previously reported	\$ 1,658,680	\$ 51,069	\$ 3,856,996	\$ 883,083	\$ 51,343	\$ 6,501,171
Change in accounting policy (Note 2)	-	-	(135,658)	-	-	(135,658)
As restated	1,658,680	51,069	3,721,338	883,083	51,343	6,365,513
Net earnings	-	-	428,496	-	-	428,496
Other comprehensive income (loss), net of tax	-	-	-	(542,971)	-	(542,971)
Total comprehensive income	-	-	428,496	(542,971)	-	(114,475)
Common shares						
Issued under stock option plan	34,012	-	-	-	-	34,012
Purchased for cancellation	(20,310)	-	-	-	-	(20,310)
Stock options						
Current period expense	-	2,346	-	-	-	2,346
Exercised	-	(1,856)	-	-	-	(1,856)
Common share dividends	-	-	(268,699)	-	-	(268,699)
Non-controlling interest	-	-	(2,079)	-	2,079	-
Common share cancellation excess and other	-	-	(97,523)	-	-	(97,523)
Transfer out of fair value through other comprehensive income (Note 6)	-	-	24,032	(24,032)	-	-
<b>Balance, end of period</b>	<b>\$ 1,672,382</b>	<b>\$ 51,559</b>	<b>\$ 3,805,565</b>	<b>\$ 316,080</b>	<b>\$ 53,422</b>	<b>\$ 5,899,008</b>

(See accompanying notes to interim condensed consolidated financial statements)

# Consolidated Statements of Cash Flows

(unaudited) (in thousands of Canadian dollars)

Six months ended June 30

2023

2022

## Operating activities

Earnings before income taxes	\$ 622,082	\$ 551,691
Income taxes paid	(128,296)	(225,308)
Adjustments to determine net cash from operating activities		
Capitalized sales commission amortization	44,818	36,649
Capitalized sales commissions paid	(59,824)	(75,745)
Amortization of capital, intangible and other assets	52,923	51,350
Proportionate share of associates' earnings, net of dividends received	(18,816)	(30,524)
Pension and other post-employment benefits	725	1,783
Restructuring provisions and other	103,266	-
Gain on sale of Lifeco shares (Note 9)	(172,977)	-
Changes in operating assets and liabilities and other	(39,077)	(18,255)
Cash from operating activities before restructuring provision payments	404,824	291,641
Restructuring provision cash payments	(26,319)	(6,960)
	<b>378,505</b>	<b>284,681</b>

## Financing activities

Net decrease in deposits and certificates	(5)	(8)
Increase in obligations to securitization entities	409,415	327,669
Repayments of obligations to securitization entities and other	(509,413)	(746,025)
Repayment of lease obligations	(11,413)	(12,749)
Net proceeds on credit facility	550,000	-
Issue of debentures	300,000	-
Issue of common shares	14,591	32,156
Common shares purchased for cancellation	-	(115,667)
Common share dividends paid	(267,585)	(269,833)
	<b>485,590</b>	<b>(784,457)</b>

## Investing activities

Purchase of other investments	(37,363)	(105,880)
Proceeds from the sale of other investments	40,056	77,650
Increase in loans	(479,095)	(768,585)
Repayment of loans and other	503,820	1,029,118
Net additions to capital assets	(14,897)	(25,350)
Net cash used in additions to intangible assets	(34,414)	(30,516)
Investment in ChinaAMC (Note 9)	(1,161,506)	-
Investment in Rockefeller (Note 9)	(855,649)	-
Proceeds from sale of Lifeco shares (Note 9)	552,655	-
	<b>(1,486,393)</b>	<b>176,437</b>

Decrease in cash and cash equivalents	(622,298)	(323,339)
Cash and cash equivalents from continuing and discontinued operations, beginning of period	1,072,892	1,292,446
Cash and cash equivalents, end of period	450,594	\$ 969,107
Less: Cash and cash equivalents from discontinued operations, end of period (Note 3)	37,422	

## Cash and cash equivalents, end of period – continuing operations

	\$ 413,172	
Cash	\$ 209,148	\$ 347,018
Cash equivalents	204,024	622,089
	<b>\$ 413,172</b>	<b>\$ 969,107</b>

## Supplemental disclosure of cash flow information related to operating activities

Interest and dividends received	\$ 181,518	\$ 132,668
Interest paid	\$ 129,696	\$ 101,358

(See accompanying notes to interim condensed consolidated financial statements)

# Notes to the Interim Condensed Consolidated Financial Statements

June 30, 2023 (unaudited) (In thousands of Canadian dollars, except shares and per share amounts)

## Note 1. Corporate information

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IGM Financial Inc. (the Company) is a publicly listed company (TSX: IGM), incorporated and domiciled in Canada. The registered address of the Company is 447 Portage Avenue, Winnipeg, Manitoba, Canada. The Company is controlled by Power Corporation of Canada.

IGM Financial Inc. is a wealth and asset management company which serves the financial needs of Canadians through its principal subsidiaries, each operating distinctly within the advice segment of the financial services market. The Company's wholly-owned principal subsidiaries are Investors Group Inc. and Mackenzie Financial Corporation (Mackenzie).

## Note 2. Summary of significant accounting policies

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The unaudited Interim Condensed Consolidated Financial Statements of the Company (Interim Financial Statements) have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, using the accounting policies as set out in Note 2 to the Consolidated Financial Statements for the year ended December 31, 2022, except as noted below. The Interim Financial Statements should be read in conjunction with the Consolidated Financial Statements in the 2022 IGM Financial Inc. Annual Report.

### Changes in accounting policies

#### IFRS 17 – Insurance Contracts (IFRS 17)

The IASB issued IFRS 17 which sets out the requirements for the recognition, measurement, presentation and disclosures of insurance contracts a company issues, reinsurance contracts it holds, and investment contracts with discretionary participation features issued. IFRS 17 is effective for periods beginning on or after January 1, 2023. Entities adopting IFRS 17 had the option to defer adoption of IFRS 9 – *Financial Instruments* (IFRS 9). Adoption of these standards affected the accounting for the carrying value of the Company's investment in Great-West Lifeco Inc. (Lifeco) and the amount that the Company records for its proportionate share of associate's earnings. In the fourth quarter of 2022, Lifeco disclosed that the adoption of IFRS 17 and IFRS 9 was expected to decrease its total equity by \$3.4 billion as at January 1, 2022. Accordingly, the Company reduced the carrying value of its investment in Lifeco and retained earnings, at January 1, 2022, by \$136 million to reflect its proportionate share of Lifeco's estimated decrease to total equity. During the second quarter of 2023, the Company revised its estimate, on a prospective basis, using the final Lifeco disclosed impact of IFRS 17 and IFRS 9, by decreasing the gain on sale of Lifeco shares by \$6.2 million and increasing the proportionate share of associate's earnings by \$15.1 million.

Additional information of the impact on Lifeco is available in its public disclosures.

### Future accounting changes

The Company continuously monitors the potential changes proposed by the International Accounting Standards Board (IASB) and analyzes the effect that changes in the standards may have on the Company's operations.

## Note 3. Discontinued operations

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On April 3, 2023, the Company announced that it had entered into an agreement to sell 100% of Investment Planning Counsel Inc. (IPC) to The Canada Life Assurance Company (Canada Life) for cash consideration of \$575 million. The transaction is expected to close by the end of 2023, subject to customary closing conditions and regulatory approvals. Canada Life is a subsidiary of the Company's affiliate, Lifeco, which is a subsidiary of Power Corporation of Canada.

In accordance with IFRS 5 – *Non-Current Assets Held for Sale and Discontinued Operations*, the operating results and cash flows of IPC have been classified as discontinued operations within the Wealth Management segment. The related assets and liabilities have been classified as assets and liabilities held for sale.

## Net earnings from discontinued operations

	Three months ended June 30		Six months ended June 30	
	2023	2022	2023	2022
Revenues				
Wealth management	\$ 77,230	\$ 75,771	\$ 153,369	\$ 155,765
Net asset management	4,331	4,369	8,673	8,989
Net investment income and other	799	(93)	1,814	384
	<b>82,360</b>	<b>80,047</b>	<b>163,856</b>	<b>165,138</b>
Expenses	<b>79,867</b>	<b>76,163</b>	<b>156,984</b>	<b>156,029</b>
Earnings before income taxes	2,493	3,884	6,872	9,109
Income taxes	704	943	1,954	2,406
Net earnings from discontinued operations	1,789	2,941	4,918	6,703
Non-controlling interest	-	-	150	-
Net earnings available to common shareholders from discontinued operations	\$ 1,789	\$ 2,941	\$ 4,768	\$ 6,703

## Cash flows from discontinued operations

Included within the Company's cash flows are the following amounts attributable to discontinued operations:

	Six months ended June 30	
	2023	2022
Net cash (used in) provided by:		
Operating activities	\$ 11,606	\$ 14,383
Financing activities	(1,400)	11,328
Investing activities	(12,062)	(21,254)
Net increase (decrease) in cash and cash equivalents	\$ (1,856)	\$ 4,457

## Assets and liabilities held for sale

	2023 June 30
<b>Assets</b>	
Cash and cash equivalents	\$ 37,422
Securities	284
Client funds on deposit	249,957
Accounts and other receivables	34,309
Income taxes recoverable	1,503
Other assets	15,384
Capital assets	16,398
Capitalized sales commissions	926
Deferred income taxes	156
Intangible assets	160,255
Goodwill	165,402
<b>Assets of discontinued operations</b>	<b>\$ 681,996</b>
<b>Liabilities</b>	
Accounts payable and accrued liabilities	\$ 27,443
Income taxes payable	603
Deposits and certificates	249,957
Other liabilities	3,990
Lease obligations	12,143
Deferred income taxes	12,260
<b>Liabilities of discontinued operations</b>	<b>\$ 306,396</b>

## Note 4. Revenues from contracts with customers

	Three months ended June 30		Six months ended June 30	
	2023	2022	2023	2022
Advisory fees	\$ 295,631	\$ 284,555	\$ 586,307	\$ 576,877
Product and program fees	220,679	218,548	437,829	446,308
	516,310	503,103	1,024,136	1,023,185
Redemption fees	326	1,032	920	2,481
Other financial planning revenues	35,846	31,160	61,537	70,840
Wealth management	552,482	535,295	1,086,593	1,096,506
Asset management	238,652	241,883	474,806	498,018
Dealer compensation expense	(79,423)	(82,088)	(158,749)	(173,204)
Net asset management	159,229	159,795	316,057	324,814
Net revenues from contracts with customers	\$ 711,711	\$ 695,090	\$ 1,402,650	\$ 1,421,320

Wealth management revenue is earned by providing financial planning, investment advisory and related financial services. Advisory fees, related to financial planning, are associated with assets under management and advisement. Product and program fees, related to investment management and administration services, are associated with assets under management. Other financial planning revenues include insurance, banking products and services, and mortgage lending activities.

Asset management revenue, related to investment management advisory and administrative services, depends on the level and composition of assets under management.

## Note 5. Expenses

During the quarter, the Company incurred restructuring and other charges of \$103.3 million (\$76.2 million after-tax) resulting from streamlining and simplifying the business to more effectively align with business priorities. The charge includes the Company's changes to the organizational structure to advance the growing needs of the business, digital transformation by retiring duplicate systems and modernizing information technology and an effort to consolidate its real estate footprint to better reflect client and advisor needs.

## Note 6. Other investments

	June 30, 2023		December 31, 2022	
	Cost	Fair value	Cost	Fair value
Fair value through other comprehensive income (FVTOCI)				
Corporate investments	\$ 247,564	\$ 606,148	\$ 242,704	\$ 602,612
Fair value through profit or loss (FVTPL)				
Equity securities	12,740	13,013	12,689	12,933
Proprietary investment funds	148,344	149,578	156,663	158,991
	161,084	162,591	169,352	171,924
	\$ 408,648	\$ 768,739	\$ 412,056	\$ 774,536

Wealthsimple Financial Corp. (Wealthsimple) is a financial company that provides simple digital tools for growing and managing your money. The Company's investment in Wealthsimple is held through a limited partnership controlled by Power Corporation of Canada. The investment is classified at Fair Value Through Other Comprehensive Income. IGM Financial Inc. holds directly and indirectly a 24.3% interest in Wealthsimple valued at \$492 million at June 30, 2023, unchanged from December 31, 2022. Fair value is determined by using observable transactions in the investments' securities where available, discounted cash flows, and other valuation metrics, including revenue multiples used in the valuation of comparable public companies.



In the second quarter of 2022, realized gains of \$27.8 million (\$24.0 million after-tax) related to other investments were transferred from Accumulated other comprehensive income to Other retained earnings.

## Note 7. Loans

	Contractual maturity			June 30 2023 Total	December 31 2022 Total
	1 year or less	1 - 5 years	Over 5 years		
<b>Amortized cost</b>					
Residential mortgages	\$ 1,148,352	\$ 3,810,338	\$ 4,381	\$ 4,963,071	\$ 5,022,298
Less: Allowance for expected credit losses				784	815
				<b>4,962,287</b>	5,021,483
<b>Fair value through profit or loss</b>				<b>45,206</b>	-
				<b>\$ 5,007,493</b>	\$ 5,021,483
The change in the allowance for expected credit losses is as follows:					
Balance, beginning of period				\$ 815	\$ 648
Write-offs, net of recoveries				246	(689)
Expected credit losses				(277)	856
Balance, end of period				\$ 784	\$ 815

Total credit impaired loans as at June 30, 2023 were \$1,399 (December 31, 2022 – \$2,159).

Total interest income on loans was \$79.6 million (2022 – \$65.2 million). Total interest expense on obligations to securitization entities, related to securitized loans, was \$67.4 million (2022 – \$47.6 million). Losses realized on the sale of residential mortgages totalled \$1.0 million (2022 – losses of \$3.5 million). Fair value adjustments related to mortgage banking operations totalled negative \$2.0 million (2022 – positive \$3.6 million). These amounts were included in Wealth management revenue. Wealth management revenue also includes other mortgage banking related items including portfolio insurance, issue costs, and other items.

## Note 8. Securitizations

The Company securitizes residential mortgages through the Canada Mortgage and Housing Corporation (CMHC) sponsored National Housing Act Mortgage-Backed Securities (NHA MBS) Program and Canada Mortgage Bond (CMB) Program and through Canadian bank-sponsored asset-backed commercial paper (ABCP) programs. These transactions do not meet the requirements for derecognition as the Company retains prepayment risk and certain elements of credit risk. Accordingly, the Company has retained these mortgages on its balance sheets and has recorded offsetting liabilities for the net proceeds received as Obligations to securitization entities which are recorded at amortized cost.

The Company earns interest on the mortgages and pays interest on the obligations to securitization entities. As part of the CMB transactions, the Company enters into a swap transaction whereby the Company pays coupons on CMBs and receives investment returns on the NHA MBS and the reinvestment of repaid mortgage principal. A component of this swap, related to the obligation to pay CMB coupons and receive investment returns on repaid mortgage principal, and the hedging swap used to manage exposure to changes in variable rate investment returns, are recorded as derivatives with a negative fair value of \$1.5 million at June 30, 2023 (December 31, 2022 – positive \$0.9 million).

All mortgages securitized under the NHA MBS and CMB Program are insured by CMHC or another approved insurer under the program. As part of the ABCP transactions, the Company has provided cash reserves for credit enhancement which are recorded at cost. Credit risk is limited to these cash reserves and future net interest income as the ABCP Trusts have no recourse to the Company's other assets for failure to make payments when due.

	Securitized mortgages	Obligations to securitization entities	Net
<b>June 30, 2023</b>			
Carrying value			
NHA MBS and CMB Program	\$ 2,460,772	\$ 2,450,530	\$ 10,242
Bank sponsored ABCP	2,089,750	2,096,105	(6,355)
Total	\$ 4,550,522	\$ 4,546,635	\$ 3,887
Fair value	\$ 4,399,949	\$ 4,465,390	\$ (65,441)
December 31, 2022			
Carrying value			
NHA MBS and CMB Program	\$ 2,494,400	\$ 2,459,828	\$ 34,572
Bank sponsored ABCP	2,143,241	2,150,610	(7,369)
Total	\$ 4,637,641	\$ 4,610,438	\$ 27,203
Fair value	\$ 4,532,493	\$ 4,544,609	\$ (12,116)

The carrying value of Obligations to securitization entities, which is recorded net of issue costs, includes principal payments received on securitized mortgages that are not due to be settled until after the reporting period. Issue costs are amortized over the life of the obligation on an effective interest rate basis.

## Note 9. Investment in associates

	Lifeco	ChinaAMC	Rockefeller	Northleaf	Other	Total
<b>June 30, 2023</b>						
Balance, beginning of period						
As previously reported	\$ 1,075,225	\$ 787,171	\$ -	\$ 284,499	\$ 40,066	\$ 2,186,961
Change in accounting policy (Note 2)	(135,658)	-	-	-	-	(135,658)
As restated	939,567	787,171	-	284,499	40,066	2,051,303
Additions	-	1,161,505	855,649	-	542	2,017,696
Disposition	(397,705)	-	-	-	-	(397,705)
Dividends	(23,024)	(69,180)	-	-	-	(92,204)
Proportionate share of:						
Earnings	35,116	55,736	(1,866)	8,198 <sup>(1)</sup>	(1,262)	95,922
IFRS 17 adjustment	15,098	-	-	-	-	15,098
Other comprehensive income (loss) and other adjustments	15,139	(141,233)	(11,867)	-	-	(137,961)
Balance, end of period	\$ 584,191	\$ 1,793,999	\$ 841,916	\$ 292,697	\$ 39,346	\$ 3,552,149
June 30, 2022						
Balance, beginning of period						
As previously reported	\$ 1,020,700	\$ 768,724	\$ -	\$ 258,831	\$ -	\$ 2,048,255
Change in accounting policy (Note 2)	(135,658)	-	-	-	-	(135,658)
As restated	885,042	768,724	-	258,831	-	1,912,597
Dividends	(36,590)	(31,319)	-	-	-	(67,909)
Proportionate share of:						
Earnings	59,692	28,348	-	10,393 <sup>(1)</sup>	-	98,433
Other comprehensive income (loss) and other adjustments	(18,953)	(24,271)	-	-	-	(43,224)
Balance, end of period	\$ 889,191	\$ 741,482	\$ -	\$ 269,224	\$ -	\$ 1,899,897

(1) For the three and six months ended June 30, 2023, the Company's proportionate share of Northleaf's earnings net of Non-controlling interest was \$2,505 and \$6,558, respectively (2022 - \$4,920 and \$8,314).

The Company uses the equity method to account for its investments in associates, which include Great-West Lifeco Inc. (Lifeco), China Asset Management Co., Ltd. (ChinaAMC), Rockefeller Capital Management (Rockefeller), and Northleaf Capital Group Ltd. (Northleaf), as it exercises significant influence.

On January 12, 2023, the Company closed the previously announced transaction to acquire Power Corporation of Canada's (Power) 13.9% interest in ChinaAMC for cash consideration of \$1.16 billion including transaction costs, increasing the Company's equity interest in ChinaAMC from 13.9% to 27.8%. To partially fund the transaction, IGM Financial sold 15,200,662 common shares of Lifeco to Power for cash consideration of \$553 million which reduced the Company's equity interest in Lifeco from 4.0% to 2.4%. The remaining \$597 million of consideration was funded from the Company's existing financial resources including \$22 million in dividends received after March 31, 2022 with respect to the Lifeco shares that were sold. The Company continues to equity account for its 27.8% interest in ChinaAMC and 2.4% interest in Lifeco.

In 2023, the Company recognized a gain on the sale of the Lifeco shares of \$172.9 million before-tax (\$168.6 million after-tax), consisting of \$179.1 million recorded in the first quarter and a decrease of \$6.2 million that was recorded on a prospective basis in the second quarter.

The Company recorded a Lifeco IFRS 17 adjustment of \$15.1 million in the second quarter of 2023, representing a change of estimate which has been recorded on a prospective basis.

On April 3, 2023, the Company acquired a 20.5% interest in Rockefeller Capital Management (Rockefeller) for cash consideration of USD \$622 million. Rockefeller is a leading U.S. independent financial services advisory firm focused on the high-net-worth and ultra-high-net-worth segments.

## Note 10. Credit facility

Schedule I Canadian chartered banks have provided the Company with a non-revolving credit facility related to proceeds on the sale of IPC. The balance of the credit facility is due on June 1, 2024. Interest rates on the credit facility fluctuate with Canadian bankers' acceptances and the interest expense is recorded as part of discontinued operations in the Statements of Earnings.

## Note 11. Long-term debt

On May 26, 2023, the Company issued \$300 million of 30 year, 5.426% debentures. This offering was made pursuant to a prospectus supplement to the Company's short form base shelf prospectus dated December 7, 2022. The interest on debentures is recorded in interest expense in the Statements of Earnings.

## Note 12. Share capital

### Authorized

Unlimited number of:

- First preferred shares, issuable in series
- Second preferred shares, issuable in series
- Class 1 non-voting shares
- Common shares, no par value

### Issued and outstanding

	June 30, 2023		June 30, 2022	
	Shares	Stated value	Shares	Stated value
Common shares:				
Balance, beginning of period	237,668,062	\$ 1,672,799	239,679,043	\$ 1,658,680
Issued under Stock Option Plan	399,843	15,423	867,578	34,012
Purchased for cancellation	-	-	(2,890,000)	(20,310)
Balance, end of period	238,067,905	\$ 1,688,222	237,656,621	\$ 1,672,382

## Normal course issuer bid

The Company commenced a normal course issuer bid on March 1, 2022 which was effective until February 28, 2023. Pursuant to this bid, the Company was authorized to purchase up to 6.0 million or approximately 2.5% of its common shares outstanding as at February 15, 2022.

There were no common shares purchased in the six months ended June 30, 2023. In the second quarter of 2022, 2,320,000 shares were purchased at a cost of \$90.0 million and in the six months ended June 30, 2022, there were 2,890,000 shares purchased at a cost of \$115.7 million. The premium paid to purchase the shares in excess of the stated value was charged to Retained earnings.

## Note 13. Capital management

The capital management policies, procedures and activities of the Company are discussed in the Capital Resources section of the Company's Management's Discussion and Analysis contained in the Second Quarter 2023 Report to Shareholders and in Note 19 to the Consolidated Financial Statements in the 2022 IGM Financial Inc. Annual Report and have not changed significantly since December 31, 2022.

## Note 14. Share-based payments

### Stock option plan

	June 30 2023	December 31 2022
Common share options		
– Outstanding	11,115,790	11,725,342
– Exercisable	6,865,347	6,596,299

In the second quarter of 2023, the Company granted 1,234 options to employees (2022 – 57,685). In the six months ended June 30, 2023, the Company granted 662,606 options to employees (2022 – 1,429,775). The weighted-average fair value of options granted during the six months ended June 30, 2023, has been estimated at \$5.56 per option (2022 – \$4.96) using the Black-Scholes option pricing model. The weighted-average closing share price at the grant dates was \$42.36.

Other assumptions used in these valuation models include:

	Six months ended June 30	
	2023	2022
Exercise price	\$ 42.53	\$ 45.14
Risk-free interest rate	3.44%	1.97%
Expected option life	7 years	7 years
Expected volatility	23.00%	23.00%
Expected dividend yield	5.31%	5.06%

Expected volatility has been estimated based on the historic volatility of the Company's share price over seven years which is reflective of the expected option life. Options vest over a period of up to 7.5 years from the grant date and are exercisable no later than 10 years after the grant date.

## Note 15. Accumulated other comprehensive income (loss)

	Employee benefits	Other investments	Investment in associates and other	Total
<b>June 30, 2023</b>				
Balance, beginning of period	\$ 4,383	\$ 309,605	\$ 48,778	\$ 362,766
Other comprehensive income (loss)	(8,360)	(433)	(135,650)	(144,443)
Disposal of investment in associate (Note 9)	-	-	(16,008)	(16,008)
Transfer out of FVTOCI	-	118	-	118
Balance, end of period	\$ (3,977)	\$ 309,290	\$ (102,880)	\$ 202,433
<b>June 30, 2022</b>				
Balance, beginning of period	\$ (95,666)	\$ 919,152	\$ 59,597	\$ 883,083
Other comprehensive income (loss)	85,295	(582,664)	(45,602)	(542,971)
Transfer out of FVTOCI	-	(24,032)	-	(24,032)
Balance, end of period	\$ (10,371)	\$ 312,456	\$ 13,995	\$ 316,080

Amounts are recorded net of tax.

## Note 16. Risk management

The risk management policies and procedures of the Company are discussed in the Financial Risk section of the Company's Management's Discussion and Analysis contained in the Second Quarter 2023 Report to Shareholders and in Note 22 to the Consolidated Financial Statements in the 2022 IGM Financial Inc. Annual Report and have not changed significantly since December 31, 2022.

## Note 17. Fair value of financial instruments

Fair values are management's estimates and are calculated using market conditions at a specific point in time and may not reflect future fair values. The calculations are subjective in nature, involve uncertainties and are matters of significant judgment.

All financial instruments measured at fair value and those for which fair value is disclosed are classified into one of three levels that distinguish fair value measurements by the significance of the inputs used for valuation.

Fair value is determined based on the price that would be received for an asset or paid to transfer a liability in the most advantageous market, utilizing a hierarchy of three different valuation techniques, based on the lowest level input that is significant to the fair value measurement in its entirety.

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 – Observable inputs other than Level 1 quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs other than quoted prices that are observable or corroborated by observable market data; and

Level 3 – Unobservable inputs that are supported by little or no market activity. Valuation techniques are primarily model-based.

Markets are considered inactive when transactions are not occurring with sufficient regularity. Inactive markets may be characterized by a significant decline in the volume and level of observed trading activity or through large or erratic bid/offer spreads. In those instances where traded markets are not considered sufficiently active, fair value is measured using valuation models which may utilize predominantly observable market inputs (Level 2) or may utilize predominantly non-observable market inputs (Level 3). Management considers all reasonably available information including indicative broker quotations, any available pricing for similar instruments, recent arm's length market transactions, any relevant observable market inputs, and internal model-based estimates. Management exercises judgment in determining the most appropriate inputs and the weighting ascribed to each input as well as in the selection of valuation methodologies.

Fair value is determined using the following methods and assumptions:

Other investments and other financial assets and financial liabilities are valued using quoted prices from active markets, when available. When a quoted market price is not readily available, valuation techniques are used that require assumptions related to discount rates and the timing and amount of future cash flows. Wherever possible, observable market inputs are used in the valuation techniques.

Loans classified as Level 2 are valued using market interest rates for loans with similar credit risk and maturity.

Loans classified as Level 3 are valued by discounting the expected future cash flows at prevailing market yields.

Valuation methods used for Other investments classified as Level 3 include comparison to market transactions with arm's length third parties, use of market multiples, and discounted cash flow analysis.

Obligations to securitization entities are valued by discounting the expected future cash flows at prevailing market yields for securities issued by these securitization entities having similar terms and characteristics.

Deposits and certificates are valued by discounting the contractual cash flows using market interest rates currently offered for deposits with similar terms and credit risks.

Long-term debt is valued using quoted prices for each debenture available in the market.

Derivative financial instruments are valued based on quoted market prices, where available, prevailing market rates for instruments with similar characteristics and maturities, or discounted cash flow analysis.

Level 1 financial instruments include exchange-traded equity investments and open-end investment fund units and other financial liabilities in instances where there are quoted prices available from active markets.

Level 2 assets and liabilities include fixed income securities, loans, derivative financial instruments, deposits and certificates and long-term debt. The fair value of fixed income securities is determined using quoted market prices or independent dealer price quotes. The fair value of derivative financial instruments and deposits and certificates are determined using valuation models, discounted cash flow methodologies, or similar techniques using primarily observable market inputs. The fair value of long-term debt is determined using indicative broker quotes.

Level 3 assets and liabilities include investments with little or no trading activity valued using broker-dealer quotes, loans, other financial assets, obligations to securitization entities and derivative financial instruments. Derivative financial instruments consist of principal reinvestment account swaps which represent the component of a swap entered into under the CMB Program whereby the Company pays coupons on Canada Mortgage Bonds and receives investment returns on the reinvestment of repaid mortgage principal. Fair value is determined by discounting the projected cashflows of the swaps. The notional amount, which is an input used to determine the fair value of the swap, is determined using an average unobservable prepayment rate of 15% which is based on historical prepayment patterns. An increase (decrease) in the assumed mortgage prepayment rate increases (decreases) the notional amount of the swap. Level 3 Other investments of \$606 million are predominantly comprised of early-stage financial technology companies, including Wealthsimple with a fair value of \$492 million. Fair value is determined by using observable transactions in the investments' securities, where available, forecasted cash flows, and other valuation metrics, including revenue multiples, used in the valuation of comparable public companies. A 5% increase (decrease) to forecasted cash flows or revenue multiples would result in an increase (decrease) in fair value of the Company's investment in Wealthsimple of approximately \$25 million.

The following table presents the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. The table distinguishes between those financial instruments recorded at fair value and those recorded at amortized cost. The table also excludes fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value. These items include cash and cash equivalents, accounts and other receivables, certain other financial assets, accounts payable and accrued liabilities, credit facility and certain other financial liabilities.

	Carrying value	Fair value			Total
		Level 1	Level 2	Level 3	
<b>June 30, 2023</b>					
<b>Financial assets recorded at fair value</b>					
Other investments					
– FVTOCI	\$ 606,148	\$ –	\$ –	\$ 606,148	\$ 606,148
– FVTPL	162,591	151,162	–	11,429	162,591
Loans					
– FVTPL	45,206	–	45,206	–	45,206
Derivative financial instruments	64,792	–	38,484	26,308	64,792
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Amortized cost	4,962,287	–	400,528	4,399,950	4,800,478
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	58,222	–	54,590	3,632	58,222
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	3,872,685	–	3,872,692	–	3,872,692
Obligations to securitization entities	4,546,635	–	–	4,465,390	4,465,390
Long-term debt	2,400,000	–	2,378,641	–	2,378,641
<b>December 31, 2022</b>					
<b>Financial assets recorded at fair value</b>					
Other investments					
– FVTOCI	\$ 602,612	\$ –	\$ –	\$ 602,612	\$ 602,612
– FVTPL	171,924	160,495	–	11,429	171,924
Derivative financial instruments	63,665	–	37,900	25,765	63,665
<b>Financial assets recorded at amortized cost</b>					
Loans					
– Amortized cost	5,021,483	–	372,983	4,532,493	4,905,476
<b>Financial liabilities recorded at fair value</b>					
Derivative financial instruments	51,581	–	46,332	5,249	51,581
<b>Financial liabilities recorded at amortized cost</b>					
Deposits and certificates	4,333,997	–	4,334,010	–	4,334,010
Obligations to securitization entities	4,610,438	–	–	4,544,609	4,544,609
Long-term debt	2,100,000	–	2,013,917	–	2,013,917

There were no significant transfers between Level 1 and Level 2 in 2023 and 2022.

The following table provides a summary of changes in Level 3 assets and liabilities measured at fair value on a recurring basis. There were no transfers in or out of Level 3 in 2023 and 2022.

	Balance January 1	Gains (losses) included in Net earnings <sup>(1)</sup>	Gains (losses) included in Other comprehensive income	Purchases and issuances	Settlements	Balance June 30
<b>June 30, 2023</b>						
Other investments						
– FVTOCI	\$ 602,612	\$ –	\$ (1,323)	\$ 5,497	\$ 638	\$ 606,148
– FVTPL	11,429	–	–	–	–	11,429
Derivative financial instruments, net	20,516	1,360	–	(1,145)	(1,945)	22,676
<b>June 30, 2022</b>						
Other investments						
– FVTOCI	\$ 1,291,434	\$ –	\$ (674,228)	\$ 29,206	\$ 47,437	\$ 598,975
Derivative financial instruments, net	960	16,351	–	342	(2,594)	20,247

(1) Included in Wealth management revenue or Net investment income and other in the Consolidated Statements of Earnings.

## Note 18. Earnings per common share

	Three months ended June 30		Six months ended June 30	
	2023	2022	2023	2022
<b>Earnings</b>				
Net earnings from continuing operations	\$ 137,039	\$ 205,390	\$ 516,411	\$ 421,793
Non-controlling interest	(627)	(1,230)	(1,640)	(2,079)
Net earnings available to common shareholders – continuing operations	136,412	204,160	514,771	419,714
Net earnings from discontinued operations	1,789	2,941	4,918	6,703
Non-controlling interest	–	–	(150)	–
Net earnings available to common shareholders – discontinued operations	1,789	2,941	4,768	6,703
Net earnings available to common shareholders	\$ 138,201	\$ 207,101	\$ 519,539	\$ 426,417
<b>Number of common shares (in thousands)</b>				
Weighted average number of common shares outstanding	238,048	238,822	237,943	239,290
Add: Potential exercise of outstanding stock options <sup>(1)</sup>	583	420	676	925
Average number of common shares outstanding – diluted basis	238,631	239,242	238,619	240,215
<b>Earnings per common share (in dollars)</b>				
Basic				
From continuing operations	\$ 0.57	\$ 0.85	\$ 2.16	\$ 1.75
From discontinued operations	0.01	0.02	0.02	0.03
Net earnings available to common shareholders	\$ 0.58	\$ 0.87	\$ 2.18	\$ 1.78
Diluted				
From continuing operations	\$ 0.57	\$ 0.85	\$ 2.16	\$ 1.75
From discontinued operations	0.01	0.02	0.02	0.03
Net earnings available to common shareholders	\$ 0.58	\$ 0.87	\$ 2.18	\$ 1.78

(1) Excludes 731 thousand shares for the three months ended June 30, 2023 (2022 – 1,023 thousand) related to outstanding stock options that were anti-dilutive. Excludes 651 thousand shares for the six months ended June 30, 2023 (2022 – 558 thousand) relating to outstanding stock options that were anti-dilutive.

## Note 19. Contingent liabilities

The Company is subject to legal actions arising in the normal course of its business. In December 2018, a proposed class action was filed in the Ontario Superior Court against Mackenzie Financial Corporation (Mackenzie) which alleges that the company should not have paid mutual fund trailing commissions to order execution only dealers. In August 2022, a second proposed class action concerning the same subject matter was filed against Mackenzie.

In late March 2023, the Company was notified by one of its third-party vendors, InvestorCOM Inc., that they were compromised due to a cybersecurity incident related to a technology supplier to InvestorCOM, GoAnywhere. On becoming aware of this incident, the Company took immediate steps to mitigate the issue and began a full cyber forensics investigation. As part of the investigation, the Company discovered that Mackenzie client account numbers, names, addresses and social insurance numbers were part of this incident. The Company has notified impacted clients and offered credit monitoring at no cost for two years to all clients. At this time, the Company expects known costs to be covered by the Company's insurance. In July 2023, a proposed class action was filed in the Court of King's Bench for Saskatchewan against Mackenzie concerning the same subject matter.

Although it is difficult to predict the outcome of any such legal actions, based on current knowledge and consultation with legal counsel, management does not expect the outcome of any of these matters, individually or in aggregate, to have a material adverse effect on the Company's consolidated financial position.



## Note 20. Segmented information

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The Company's reportable segments are:

- Wealth Management
- Asset Management
- Strategic Investments and Other

These segments reflect the Company's internal financial reporting and performance measurement.

- **Wealth Management** – reflects the activities of operating companies that are principally focused on providing financial planning and related services to Canadian households. This segment includes the activities of IG Wealth Management and Investment Planning Counsel, which has been classified as discontinued operations. These firms are retail distribution organizations who serve Canadian households through their securities dealers, mutual fund dealers and other subsidiaries licensed to distribute financial products and services. A majority of the revenues of this segment are derived from providing financial advice and distributing financial products and services to Canadian households. This segment also includes the investment management activities of these organizations, including mutual fund management and discretionary portfolio management services.
- **Asset Management** – reflects the activities of operating companies primarily focused on providing investment management services, and represents the operations of Mackenzie Investments. Investment management services are provided to a suite of investment funds that are distributed through third party dealers and financial advisors, and also through institutional advisory mandates to financial institutions, pensions and other institutional investors.
- **Strategic Investments and Other** – primarily represents the key strategic investments made by the Company, including China Asset Management Co., Ltd., Great-West Lifeco Inc., Rockefeller Capital Management, Northleaf Capital Group Ltd., Wealthsimple Financial Corp., and Portage Ventures LPs. Unallocated capital is also included within this segment.

<i>Three months ended June 30</i>	Wealth Management	Asset Management	Strategic Investments and Other	Intersegment	Total Segment	Adjustments <sup>(1)</sup>	Total
<b>Revenues</b>							
Wealth management	\$ 554,095	\$ -	\$ -	\$ (1,613)	\$ 552,482	\$ -	\$ 552,482
Asset management	-	264,198	-	(25,546)	238,652	-	238,652
Dealer compensation	-	(78,764)	-	(659)	(79,423)	-	(79,423)
Net asset management	-	185,434	-	(26,205)	159,229	-	159,229
Net investment income and other	3,948	945	3,580	(365)	8,108	-	8,108
Gain on sale of Lifeco shares (Note 9)	-	-	-	-	-	(6,141)	(6,141)
Proportionate share of associates' earnings	-	-	42,878	-	42,878	15,098	57,976
	<b>558,043</b>	<b>186,379</b>	<b>46,458</b>	<b>(28,183)</b>	<b>762,697</b>	<b>8,957</b>	<b>771,654</b>
<b>Expenses</b>							
Advisory and business development	233,014	21,052	-	(2)	254,064	-	254,064
Operations and support	105,243	89,134	1,098	(70)	195,405	103,266	298,671
Sub-advisory	43,007	1,134	-	(27,819)	16,322	-	16,322
	<b>381,264</b>	<b>111,320</b>	<b>1,098</b>	<b>(27,891)</b>	<b>465,791</b>	<b>103,266</b>	<b>569,057</b>
	<b>176,779</b>	<b>75,059</b>	<b>45,360</b>	<b>(292)</b>	<b>296,906</b>	<b>(94,309)</b>	<b>202,597</b>
Interest expense <sup>(2)</sup>	24,000	6,120	-	-	30,120	-	30,120
Earnings before income taxes	152,779	68,939	45,360	(292)	266,786	(94,309)	172,477
Income taxes	39,959	18,845	3,685	7	62,496	(27,058)	35,438
Net earnings from continuing operations	112,820	50,094	41,675	(299)	204,290	(67,251)	137,039
Net earnings from discontinued operations	3,943	-	-	(2,154)	1,789	-	1,789
	<b>116,763</b>	<b>50,094</b>	<b>41,675</b>	<b>(2,453)</b>	<b>206,079</b>	<b>(67,251)</b>	<b>138,828</b>
Non-controlling interest	-	-	(627)	-	(627)	-	(627)
	<b>\$ 116,763</b>	<b>\$ 50,094</b>	<b>\$ 41,048</b>	<b>\$ (2,453)</b>	<b>205,452</b>	<b>(67,251)</b>	<b>138,201</b>
Restructuring and other, net of tax <sup>(1)</sup>					(76,208)	76,208	-
Gain on sale of Lifeco shares, net of tax <sup>(1)</sup>					(6,141)	6,141	-
Lifeco IFRS 17 adjustment <sup>(1)</sup>					15,098	(15,098)	-
Net earnings available to common shareholders					<b>\$ 138,201</b>	<b>\$ -</b>	<b>\$ 138,201</b>

(1) Restructuring and other, Gain on sale of Lifeco shares, and Lifeco IFRS 17 adjustment are not related to a specific segment and therefore excluded from segment results. These items have been added back, including the impact to Income taxes, to reconcile Total Segment results to the Company's Consolidated Statements of Earnings.

(2) Interest expense includes interest on long-term debt and interest on leases.

<b>Three months ended June 30</b>	Wealth Management	Asset Management	Strategic Investments and Other	Intersegment	Total
<b>Revenues</b>					
Wealth management	\$ 535,295	\$ -	\$ -	\$ -	\$ 535,295
Asset management	-	269,699	-	(27,816)	241,883
Dealer compensation	-	(82,088)	-	-	(82,088)
Net asset management	-	187,611	-	(27,816)	159,795
Net investment income and other	(1,340)	(986)	1,794	85	(447)
Proportionate share of associates' earnings	-	-	50,033	-	50,033
	533,955	186,625	51,827	(27,731)	744,676
<b>Expenses</b>					
Advisory and business development	222,038	21,563	-	1	243,602
Operations and support	103,125	88,450	2,027	(72)	193,530
Sub-advisory	42,057	1,180	-	(27,817)	15,420
	367,220	111,193	2,027	(27,888)	452,552
	166,735	75,432	49,800	157	292,124
Interest expense <sup>(1)</sup>	22,354	5,882	-	-	28,236
Earnings before income taxes	144,381	69,550	49,800	157	263,888
Income taxes	38,677	18,214	1,393	214	58,498
	105,704	51,336	48,407	(57)	205,390
Net earnings from discontinued operations	3,056	-	-	(115)	2,941
	108,760	51,336	48,407	(172)	208,331
Non-controlling interest	-	-	(1,230)	-	(1,230)
Net earnings available to common shareholders	\$ 108,760	\$ 51,336	\$ 47,177	\$ (172)	\$ 207,101

(1) Interest expense includes interest on long-term debt and interest on leases.

<i>Six months ended June 30</i>	Wealth Management	Asset Management	Strategic Investments and Other	Intersegment	Total Segment	Adjustments <sup>(1)</sup>	Total
<b>Revenues</b>							
Wealth management	\$ 1,089,763	\$ -	\$ -	\$ (3,170)	\$ 1,086,593	\$ -	\$ 1,086,593
Asset management	-	526,012	-	(51,206)	474,806	-	474,806
Dealer compensation	-	(157,460)	-	(1,289)	(158,749)	-	(158,749)
Net asset management	-	368,552	-	(52,495)	316,057	-	316,057
Net investment income and other	7,376	5,449	6,945	(713)	19,057	-	19,057
Gain on sale of Lifeco shares (Note 9)	-	-	-	-	-	172,977	172,977
Proportionate share of associates' earnings	-	-	95,922	-	95,922	15,098	111,020
	1,097,139	374,001	102,867	(56,378)	1,517,629	188,075	1,705,704
<b>Expenses</b>							
Advisory and business development	455,991	43,718	-	(4)	499,705	-	499,705
Operations and support	213,442	181,639	2,239	(140)	397,180	103,266	500,446
Sub-advisory	85,590	2,243	-	(55,665)	32,168	-	32,168
	755,023	227,600	2,239	(55,809)	929,053	103,266	1,032,319
	342,116	146,401	100,628	(569)	588,576	84,809	673,385
Interest expense <sup>(2)</sup>	46,249	11,926	-	-	58,175	-	58,175
Earnings before income taxes	295,867	134,475	100,628	(569)	530,401	84,809	615,210
Income taxes	78,384	36,008	7,214	(68)	121,538	(22,739)	98,799
Net earnings from continuing operations	217,483	98,467	93,414	(501)	408,863	107,548	516,411
Net earnings from discontinued operations	6,870	-	-	(1,952)	4,918	-	4,918
	224,353	98,467	93,414	(2,453)	413,781	107,548	521,329
Non-controlling interest	(150)	-	(1,640)	-	(1,790)	-	(1,790)
	\$ 224,203	\$ 98,467	\$ 91,774	\$ (2,453)	411,991	107,548	519,539
Restructuring and other, net of tax <sup>(1)</sup>					(76,208)	76,208	-
Gain on sale of Lifeco shares, net of tax <sup>(1)</sup>					168,658	(168,658)	-
Lifeco IFRS 17 adjustment <sup>(1)</sup>					15,098	(15,098)	-
Net earnings available to common shareholders					\$ 519,539	\$ -	\$ 519,539
<b>Identifiable assets</b>							
Identifiable assets	\$ 10,751,987	\$ 1,445,221	\$ 4,431,718	\$ -	\$ 16,628,926	\$ -	\$ 16,628,926
Goodwill	1,511,647	1,290,526	-	-	2,802,173	-	2,802,173
Total assets	\$ 12,263,634	\$ 2,735,747	\$ 4,431,718	\$ -	\$ 19,431,099	\$ -	\$ 19,431,099

(1) Restructuring and other, Gain on sale of Lifeco shares, and Lifeco IFRS 17 adjustment are not related to a specific segment and therefore excluded from segment results. These items have been added back, including the impact to Income taxes, to reconcile Total Segment results to the Company's Consolidated Statements of Earnings.

(2) Interest expense includes interest on long-term debt and interest on leases.

<b>Six months ended June 30</b>	Wealth Management	Asset Management	Strategic Investments and Other	Intersegment	Total
<b>Revenues</b>					
Wealth management	\$ 1,096,506	\$ -	\$ -	\$ -	\$ 1,096,506
Asset management	-	554,532	-	(56,514)	498,018
Dealer compensation	-	(173,204)	-	-	(173,204)
Net asset management	-	381,328	-	(56,514)	324,814
Net investment income and other	(1,901)	(3,602)	2,482	79	(2,942)
Proportionate share of associates' earnings	-	-	98,433	-	98,433
	1,094,605	377,726	100,915	(56,435)	1,516,811
<b>Expenses</b>					
Advisory and business development	446,864	41,706	-	-	488,570
Operations and support	211,815	181,516	3,431	(145)	396,617
Sub-advisory	86,657	2,684	-	(56,514)	32,827
	745,336	225,906	3,431	(56,659)	918,014
	349,269	151,820	97,484	224	598,797
Interest expense <sup>(1)</sup>	44,491	11,724	-	-	56,215
Earnings before income taxes	304,778	140,096	97,484	224	542,582
Income taxes	81,491	36,619	2,447	232	120,789
Net earnings from continuing operations	223,287	103,477	95,037	(8)	421,793
Net earnings from discontinued operations	6,867	-	-	(164)	6,703
	230,154	103,477	95,037	(172)	428,496
Non-controlling interest	-	-	(2,079)	-	(2,079)
Net earnings available to common shareholders	\$ 230,154	\$ 103,477	\$ 92,958	\$ (172)	\$ 426,417
<b>Identifiable assets</b>					
Identifiable assets	\$ 9,354,396	\$ 1,564,187	\$ 3,363,110	\$ -	\$ 14,281,693
Goodwill	1,491,687	1,310,486	-	-	2,802,173
Total assets	\$ 10,846,083	\$ 2,874,673	\$ 3,363,110	\$ -	\$ 17,083,866

(1) Interest expense includes interest on long-term debt and interest on leases.

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# Corporate Information

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This document is also available on the Corporation's website and on SEDAR at [www.sedar.com](http://www.sedar.com).

### STOCK LISTINGS

Shares of Power Corporation of Canada are listed on the Toronto Stock Exchange:

Subordinate Voting Shares: POW

Participating Preferred Shares: POW.PR.E

First Preferred Shares, Series A: POW.PR.A

First Preferred Shares, Series B: POW.PR.B

First Preferred Shares, Series C: POW.PR.C

First Preferred Shares, Series D: POW.PR.D

First Preferred Shares, Series G: POW.PR.G

### TRANSFER AGENT AND REGISTRAR

Computershare Investor Services Inc.

Offices in:

Montréal, Quebec; Toronto, Ontario;

Vancouver, British Columbia

[www.investorcentre.com](http://www.investorcentre.com)

### SHAREHOLDER SERVICES

Shareholders with questions relating to the payment of dividends, change of address, share certificates, direct registration and estate transfers should contact the Transfer Agent:

Computershare Investor Services Inc.

Shareholder Services

100 University Avenue, 8th Floor

Toronto, Ontario, Canada M5J 2Y1

1-800-564-6253 (toll-free in Canada and the U.S.)

or 514-982-7555

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