

# Great-West Life participating account – total account

## Account details

as of Sept. 30, 2018

**Account size:** \$4,996.7 million

### Account investment objectives:

- Primary objective: Provide stable long-term growth.
- Secondary objective: Provide returns that are partially responsive to changing economic conditions.

## Investment guidelines

The company's investment division manages participating account assets. The investment guidelines recognize business objectives, liability characteristics, liquidity requirements, tax considerations and interest rate risk tolerance of the participating business. The company's asset/liability management group monitors the overall asset mix and manages activity within investment guideline parameters. The board of directors must approve any changes to these guidelines.

A large portion of the participating account assets is invested in fixed-income assets to support long-term stable growth and the core guarantees within participating policies. The company's asset/liability management group employs cash flow matching techniques so asset cash flows are sufficient to meet obligations. In addition, a portion of the portfolio is reinvested each year so returns reflect interest rate trends.

This strategy helps stabilize variation in the investment returns used to determine dividends.

## Asset mix

as of Sept. 30, 2018

|                                   | \$ Millions      | Percentage    |
|-----------------------------------|------------------|---------------|
| <b>Short term</b>                 |                  |               |
| Cash and equivalents              | \$81.8           | 1.6%          |
| <b>Total short term</b>           | <b>\$81.8</b>    | <b>1.6%</b>   |
| <b>Fixed income</b>               |                  |               |
| <b>Public bonds</b>               |                  |               |
| Government                        | \$811.6          | 16.2%         |
| Corporate                         | \$1,290.0        | 25.8%         |
| Private placements                | \$411.8          | 8.2%          |
| <b>Mortgages</b>                  |                  |               |
| Residential                       | \$356.2          | 7.1%          |
| Commercial                        | \$921.6          | 18.4%         |
| <b>Total fixed income</b>         | <b>\$3,791.2</b> | <b>75.9%</b>  |
| <b>Equities</b>                   |                  |               |
| Real estate                       | \$236.0          | 4.7%          |
| <b>Public equities</b>            |                  |               |
| Common stock                      | \$658.6          | 13.2%         |
| Preferred stock                   | \$6.9            | 0.1%          |
| Private equities*                 | \$3.7            | 0.1%          |
| <b>Total equities</b>             | <b>\$905.2</b>   | <b>18.1%</b>  |
| <b>Total invested assets</b>      | <b>\$4,778.3</b> | <b>95.6%</b>  |
| Policy loans                      | \$228.2          | 4.6%          |
| Other assets**                    | \$(9.8)          | -0.2%         |
| <b>Total participating assets</b> | <b>\$4,996.7</b> | <b>100.0%</b> |

\*Private equities are included in the investment guidelines for common stock.

\*\*Includes assets such as investment income due and accrued, outstanding premiums (receivables), future income tax and reinsurance assets.

## Account composition

as of Sept. 30, 2018

This account composition is for total participating account assets.

| Asset class           | Percentage |
|-----------------------|------------|
| Corporate bonds       | 25.8       |
| Commercial mortgages  | 18.4       |
| Government bonds      | 16.2       |
| Common stock          | 13.2       |
| Private placements    | 8.2        |
| Residential mortgages | 7.1        |
| Real estate           | 4.7        |
| Policy loans          | 4.6        |
| Cash and equivalents  | 1.6        |
| Preferred stock       | 0.1        |
| Private equities      | 0.1        |
| Other assets          | -0.2       |

### Notes:

Asset values are based on International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), effective Jan. 1, 2011.

Throughout the report, totals may not add up to 100 per cent due to rounding.

## Investment guidelines

The company has guidelines in place to manage the allocation of invested assets by asset class for the participating account. Any change to the guidelines must be approved by the board of directors.

The column to the right shows the investment guidelines applicable to the assets backing participating account liabilities. These ranges don't include surplus assets or the categories of policy loans or other assets found in the table on the previous page. The assets backing participating account surplus are primarily invested in fixed income.

| As of Sept. 30, 2018                 | \$ Millions      | Percentage    | Guideline |
|--------------------------------------|------------------|---------------|-----------|
| <b>Short term</b>                    |                  |               |           |
| Cash and equivalents                 | \$81.8           | 1.7%          | 0-5%      |
| <b>Fixed income</b>                  |                  |               |           |
| Public bonds and private placements  | \$2,513.4        | 52.6%         | 40-75%    |
| Residential and commercial mortgages | \$1,277.8        | 26.7%         | 15-40%    |
| <b>Total fixed income</b>            | <b>\$3,791.2</b> | <b>79.3%</b>  |           |
| <b>Equities</b>                      |                  |               |           |
| Real estate                          | \$236.0          | 4.9%          | 0-15%     |
| Common stock and private equities    | \$662.4          | 13.9%         | 5-20%     |
| Preferred stock                      | \$6.9            | 0.1%          | 0-5%      |
| <b>Total equities</b>                | <b>\$905.2</b>   | <b>18.9%</b>  |           |
| <b>Total invested assets</b>         | <b>\$4,778.3</b> | <b>100.0%</b> |           |

## Historical average returns

at Dec. 31, 2017

|                                       | 1-year<br>(2017) | 2-year<br>(2016–2017) | 3-year<br>(2015–2017) | 4-year<br>(2014–2017) | 5-year<br>(2013–2017) | 10-year<br>(2008–2017) |
|---------------------------------------|------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
| Great-West Life participating account | 4.5%             | 5.5%                  | 4.7%                  | 4.9%                  | 5.3%                  | 5.1%                   |

The participating account return is the return on the participating account assets backing liabilities and surplus after investment expenses are deducted. In 2017, investment expenses were 5.8 basis points. Investment expenses may vary from year to year due to changes in the asset mix of the total participating account, economies of scale and other factors. The participating account return is a short-term indicator of investment performance. With the exception of unrealized gains and losses on bonds, which are excluded because bonds in the participating account are generally held until maturity, the participating account return is in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB), effective, Jan. 1, 2011.

## Historical average returns

at Dec. 31, 2017

|  | 1-year<br>(2017) | 5-year<br>(2013–2017) | 10-year<br>(2008–2017) | 20-year<br>(1998–2017) | 30-year<br>(1988–2017) | 60-year<br>(1958–2017) | Standard deviation<br>(since 1988) |
|--|------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------------------|
| Great-West Life dividend scale interest rate | 5.6%             | 5.9%                  | 6.5%                   | 7.4%                   | 8.7%                   | 7.8%                   | 2.3%                               |
| S&P/TSX composite total return index         | 9.1%             | 8.6%                  | 4.6%                   | 7.0%                   | 8.3%                   | 9.6%                   | 16.0%                              |
| Five-year GICs                               | 1.4%             | 1.6%                  | 1.8%                   | 2.8%                   | 4.4%                   | n/a                    | 2.9%                               |
| Government of Canada five- to 10-year bonds  | 1.6%             | 1.5%                  | 2.1%                   | 3.4%                   | 5.1%                   | 6.5%                   | 2.8%                               |
| Consumer price index                         | 1.9%             | 1.5%                  | 1.6%                   | 1.9%                   | 2.1%                   | 3.7%                   | 1.2%                               |

All historical average annual returns are geometric means.

Performance data are provided for illustrative purposes only and represent past performance, which is not necessarily indicative of future performance.

The dividend scale interest rate is only one factor that contributes to an individual policy's performance. It cannot be directly tied to the cash value growth in a particular policy. The actual cash value growth in a policy varies based on a number of factors, such as type of product, product features, premium-paying period, issue age, rating and dividend option.

The historical average annual dividend scale interest rate for 30 years or less applies to policies issued on or after Sept. 16, 1968, which have a variable policy loan rate provision. Policies issued before this date have a fixed policy loan rate provision and a different dividend scale interest rate. The 60-year average annual rate is a blended average of the dividend scale interest rate that applies to policies with a variable policy loan rate provision (from 1969 to 2017) and the dividend scale interest rate that applies to policies with a fixed policy loan rate provision (from 1958 to 1968).

The dividend scale interest rate is used to calculate the investment component of participating policyowner dividends and is based on assets backing participating account liabilities. It doesn't include the return on assets backing participating account surplus.

S&P/TSX composite total return index includes the reinvestment of dividends. TSX © Copyright 2018 TSX Inc. All rights reserved.

Five-year guaranteed investment certificate (GIC) returns are based on the nominal yields to maturity taken from Statistics Canada, CANSIM table 176-0043, series V122526 (Statistics Canada website) Jan. 3, 2018. For each calendar year, the average of the monthly GIC rates was used.

Government of Canada five- to 10-year bond returns are taken from Statistics Canada, CANSIM table 176-0043, series V122486 (Statistics Canada website) Jan. 3, 2018. For each calendar year, the average of the monthly values was used.

Consumer price index inflation rates are based on the change from December to December taken from Statistics Canada, CANSIM table 326-0020, series V41690973 (Statistics Canada website) Feb. 23, 2018.