

TEN YEAR REVIEW

CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

FOR THE YEARS ENDED DECEMBER 31

(\$ thousands, except per share amounts)	IFRS					CAGR ⁽¹⁾ 5 YEAR	IFRS					CGAAP	CAGR ⁽¹⁾ 10 YEAR
	2016	2015	2014	2013	2012	%	2011	2010	2009	2008	2007	%	
					RESTATED								
Fee income	2,856,934	2,833,355	2,762,578	2,513,186	2,424,574	2.1	2,571,076	2,467,813	2,227,028	2,502,516	2,700,961	1.8	
Net investment income and other	187,849	194,590	164,706	176,836	152,582	3.1	161,376	140,874	62,945	165,563	191,227	(1.1)	
	3,044,783	3,027,945	2,927,284	2,690,022	2,577,156	2.2	2,732,452	2,608,687	2,289,973	2,668,079	2,892,188	1.6	
Expenses	2,097,846	2,037,153	1,962,321	1,708,642	1,618,989	5.1	1,635,154	1,600,831	1,517,343	1,644,729	1,658,371	3.4	
Income before undernoted	946,937	990,792	964,963	981,380	958,167	(2.9)	1,097,298	1,007,856	772,630	1,023,350	1,233,817	(1.6)	
Income taxes	167,633	210,250	202,862	210,626	190,504	(7.7)	250,497	268,805	216,595	292,551	354,682	(6.6)	
	779,304	780,542	762,101	770,754	767,663	(1.6)	846,801	739,051	556,035	730,799	879,135	-	
Discontinued operations	-	-	-	-	-	-	62,644	1,753	3,057	-	-	-	
Net earnings	779,304	780,542	762,101	770,754	767,663	(3.0)	909,445	740,804	559,092	730,799	879,135	-	
Perpetual preferred share dividends	8,850	8,850	8,850	8,850	8,850	-	8,850	10,105	-	-	-	-	
Net earnings available to common shareholders	770,454	771,692	753,251	761,904	758,813	(3.1)	900,595	730,699	559,092	730,799	879,135	(0.1)	
Operating earnings available to common shareholders ⁽²⁾	736,454	796,001	826,100	763,510	746,404	(2.4)	832,991	758,943	618,861	766,142	863,867	(0.4)	
Diluted earnings per share (\$)													
Net earnings	3.19	3.11	2.98	3.02	2.97	(1.7)	3.48	2.78	2.12	2.76	3.29	1.0	
Operating earnings ⁽²⁾	3.05	3.21	3.27	3.02	2.92	(1.1)	3.22	2.89	2.34	2.89	3.23	0.7	
Dividends per share (\$)	2.25	2.25	2.18	2.15	2.15	1.4	2.10	2.05	2.05	2.00	1.78	3.9	
Return on average common equity (ROE) (%)													
Net earnings	17.1	16.9	16.2	17.3	17.6	-	21.3	17.6	13.3	17.3	21.9	-	
Operating earnings ⁽²⁾	16.3	17.4	17.8	17.3	17.3	-	19.7	18.2	14.7	18.2	21.5	-	
Average shares outstanding (thousands)													
- Basic	241,300	248,173	252,108	252,013	254,853	-	258,151	261,855	263,217	263,323	264,604	-	
- Diluted	241,402	248,299	252,778	252,474	255,277	-	259,075	262,867	264,324	264,808	267,303	-	
Share price (closing \$)	38.20	35.34	46.31	56.09	41.60	(2.9)	44.23	43.46	42.41	35.45	50.03	(2.5)	

(1) Compound annual growth rate.

(2) Non-IFRS or Non-GAAP Financial Measures - Excludes other items as follows:

2016 - A favourable change in income tax provision estimates of \$34.0 million related to certain tax filings.

2015 - An after-tax charge of \$24.3 million, recorded in the fourth quarter, related to restructuring and other charges.

2014 - An after-tax charge of \$59.2 million, recorded in the fourth quarter, related to distributions to clients, as well as other costs and an after-tax charge of \$13.6 million, recorded in the second quarter, related to restructuring and other charges.

2013 - An after-tax charge of \$10.6 million related to restructuring and other charges and an after-tax benefit of \$9.0 million representing the Company's proportionate share of net changes in Great-West Lifeco Inc.'s (Lifeco) litigation provision.

2012 - A favourable change in income tax provision estimates of \$24.4 million related to certain tax filings, an after-tax charge of \$5.6 million representing the Company's proportionate share of net changes in Lifeco's litigation provisions, and a non-cash income tax charge of \$6.4 million resulting from increases in Ontario corporate income tax rates and their effect on the deferred income tax liability related to indefinite life intangible assets arising from prior business acquisitions.

2011 - Net earnings from discontinued operations of \$62.6 million and an after-tax benefit of \$5.0 million representing the Company's proportionate share of net changes in Lifeco's litigation provisions.

2010 - Net earnings from discontinued operations of \$1.8 million, a non-recurring after-tax charge of \$21.8 million related to the transition to IFRS, and an after-tax charge of \$8.2 million representing the Company's proportionate share of Lifeco's incremental litigation provision.

2009 - Net earnings from discontinued operations, a non-cash charge on available for sale equity securities, net of tax, a non-cash income tax benefit and the premium paid on the redemption of Series A preferred shares.

2008 - Proportionate share of Lifeco's after-tax impairment charge and proportionate share of Lifeco's after-tax gain on the sale of its healthcare business, Great-West Healthcare.

2007 - Non-cash income tax benefit.

TEN YEAR REVIEW

STATISTICAL INFORMATION

FOR THE YEARS ENDED DECEMBER 31

(\$ millions)	2016	2015	2014	2013	2012	CAGR ⁽¹⁾ 5 YEAR %	2011	2010	2009	2008	2007	CAGR ⁽¹⁾ 10 YEAR %
Mutual funds												
Investors Group												
Sales	7,760	7,890	7,461	6,668	5,778	5.2	6,021	5,748	5,042	5,946	7,229	2.3
Redemption rates (%)												
– total	9.6	9.4	9.5	10.2	11.0		9.8	9.4	9.0	9.4	8.4	
– long-term funds	8.8	8.7	8.7	9.4	10.0		8.8	8.3	7.4	7.9	7.3	
Net sales (redemptions)	366	754	651	159	(724)	56.5	39	253	404	625	2,158	(12.2)
Assets under management	81,240	74,897	73,459	68,255	60,595	7.1	57,735	61,785	57,655	47,491	60,194	3.4
Mackenzie ⁽²⁾												
Sales	6,939	6,965	7,070	6,700	5,490	4.2	5,645	5,848	4,905	7,949	8,453	(1.9)
Redemption rates (%)												
– total	15.6	16.6	15.1	16.7	18.7		16.9	18.1	17.5	22.4	17.8	
– long-term funds	15.0	16.2	14.6	16.0	17.9		15.8	16.5	14.6	18.7	14.1	
Net sales (redemptions)	(667)	(1,258)	(209)	(487)	(1,974)	15.5	(1,548)	(1,519)	(1,566)	(1,553)	(89)	N/M
Assets under management	51,314	48,445	48,782	46,024	40,394	5.6	39,141	43,452	40,624	35,814	46,563	1.0
Investment Planning Counsel												
Sales	859	741	682	485	401	9.6	543	499	343	244	364	9.3
Redemption rates (%)												
– total	16.0	13.8	12.9	13.8	14.7		11.1	12.7	12.7	15.8	9.8	
– long-term funds	15.7	13.6	12.6	13.2	14.3		10.9	12.0	11.6	14.8	9.4	
Net sales (redemptions)	169	177	207	52	(24)	(5.6)	225	204	106	(80)	139	0.9
Assets under management	4,501	4,178	3,850	3,406	2,950	9.9	2,811	2,688	2,140	1,740	2,268	7.4
Combined mutual fund assets under management ⁽³⁾	137,053	127,517	126,039	117,649	103,915	6.6	99,685	107,925	100,419	85,025	108,994	2.5
Total assets under management ⁽³⁾	141,829	133,648	141,919	131,777	120,694	3.6	118,713	129,484	120,545	101,742	122,982	1.7
Corporate assets ⁽⁴⁾	15,625	14,831	14,417	12,880	11,962	7.0	11,144	12,237	8,662	8,263	7,859	N/M
Consultants - Investors Group	4,947	5,320	5,145	4,673	4,518	1.4	4,608	4,686	4,633	4,479	4,331	2.4

(1) Compound annual growth rate.

(2) For Canadian mutual fund operations only.

(3) Adjusted for inter-segment assets.

(4) 2010 to 2015 reflect corporate assets under IFRS. 2006 to 2009 reflect corporate assets under CGAAP. 2011 and 2012 corporate assets have been restated.