

GREAT WEST LIFECO



GREAT-WEST LIFECO INC.

COMPANY STATISTICS

Number of Employees

Approximately 19,000

2010 Gross Revenues

Approximately \$30 billion

Total Assets

Approximately \$484 billion (2010)

Assets under Management

\$495 billion (2011)

Market

Global

Headquarters

Winnipeg, Manitoba

Year Founded

1891

Ownership

Joint-stock corporation traded on the Toronto Stock Exchange (TSX:GWO)

CONTACT INFORMATION

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COMPANY PROFILE

Winnipeg based Great-West Lifeco is an insurance-centered financial holding company that operates in North America (USA and Canada), Europe and Asia through five wholly owned, regionally focused subsidiaries. Many of the companies it has indirect control over are part of its largest subsidiary The Great-West Life Assurance Company; the others (Great West Life & Annuities Financial Inc and Putnam Investments, LLC) are managed by US based subsidiary Great-West Lifeco US Inc. Lifeco and its companies have \$484 billion in assets under administration, and are members of the Power Financial Corporation group of companies.

OPERATIONS PORTFOLIO

The Great-West Life Assurance Company

The Great-West Life Assurance Company is a leading Canadian insurer, with interests in the life and health insurance, investment, retirement savings and reinsurance businesses, primarily in Canada and Europe.

London Life Insurance Company

Founded in London, Ontario in 1874, London Life Insurance Company offers financial security advice and planning.

The Canada Life Assurance Company

Canada Life is a leading provider of creditor insurance in Canada for mortgages, loans, credit cards, lines of credit and leases, through leading financial institutions, automobile dealerships and other lending institutions.

Great-West Life & Annuity Insurance Company

In the United States, Great-West Life & Annuity is a leading provider of employer-sponsored retirement savings plans backed by innovative services. It also provides annuity and life insurance products for individuals, families and businesses.

Putnam Investments

Putnam Investments is a global money management firm with more than 70 years of investment experience. Putnam offers a full range of equity, fixed-income, asset allocation and absolute return products, both in the United States and globally, for individual and institutional investors.

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COMPANY HISTORY

1891 – The Great-West Life Assurance Company, the first insurance company in Western Canada, was founded in Winnipeg by Jeffry Hall Brock.

1892 – Its first president was Winnipeg mayor Alexander Macdonald.

1906 – Great-West Life entered the US market starting in Fargo, North Dakota followed by Michigan and Minnesota in 1920 and later Indiana, Missouri, Ohio, Kansas, California and Pennsylvania in the early 1940s.

Great-West Life's early success in Western Canada was due in part to high insurance rates and a lack of financing available to farmers.

Within its first decade, Great-West Life had market exposure in every Canadian province and became one of the industry's leading companies in terms of growth and size.

1969 – Great-West Life was purchased by Power Corporation, which made it into a wholly owned subsidiary.

1979 – U.S. and Canadian operations became separate due mostly to rapid US growth.

1982 – Great-West Life began offering a universal life policy.

1984 – Power Financial Corporation was positioned as a holding company for Great-West Life and its numerous businesses.

1997 – London Life (founded in 1874) was taken over by Great-West Life.

2003 – Great-West Lifeco acquired Canada Life Financial for US\$4.7 billion.

2006 – Great-West Lifeco undertook a takeover of US Bancorp's retirement plans business (\$104 billion in assets).

2007 – Great-West Life acquired Indiana Health Network.

2007 – Great-West Life purchased Putnam Investment Trust for \$3.9 billion.

2008 – Subsidiary Great-West Life & Annuity Insurance Company sold Denver-based Great-West Healthcare for \$1.9 billion.

CORPORATE LEADERSHIP

D. Allen Loney, President and Chief Executive Officer