



2011 Annual Information Form

DATED February 9, 2012

**GREAT-WEST LIFECO INC.
100 Osborne Street North
Winnipeg, Manitoba R3C 3A5**

Great-West Lifeco Inc.

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GENERAL

This Annual Information Form ("AIF") is intended to provide material information about Great-West Lifeco Inc. ("Lifeco") and its business.

Unless otherwise indicated, all information in this AIF is presented as at December 31, 2011 and all amounts are expressed in Canadian dollars.

Incorporation by Reference

Lifeco's 2011 Management's Discussion and Analysis dated February 9, 2012 (the "MD&A") is hereby incorporated by reference into this AIF and is available for review at www.sedar.com.

Cautionary Note Regarding Forward-Looking Information

This AIF and the documents incorporated by reference contain some forward-looking statements about Lifeco, including its business operations, strategy and expected financial performance and condition. 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", "intends", "plans", "believes", "estimates" and similar expressions or negative versions thereof. In addition, any statement that may be made concerning future financial performance (including revenues, earnings or growth rates), ongoing business strategies or prospects, and possible future action by Lifeco, including statements made by Lifeco with respect to the expected benefits of acquisitions or divestitures, are also forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and are inherently subject to, among other things, risks, uncertainties and assumptions about Lifeco, economic factors and the financial services industry generally, including the insurance and mutual fund industries. They are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied by forward-looking statements made by Lifeco due to, but not limited to, important factors such as sales levels, premium income, fee income, expense levels, mortality experience, morbidity experience, policy lapse rates, taxes, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, technological change, changes in government regulations, changes in accounting policies and the effect of applying future accounting policy changes (including future policy changes required by International Financial Reporting Standards ("IFRS")), unexpected judicial or regulatory proceedings, catastrophic events, and Lifeco's ability to complete strategic transactions and integrate acquisitions. The reader is cautioned that the foregoing list of important factors is not exhaustive, and there may be other factors, including factors set out herein under "Risk Factors", and any listed in other filings with securities regulators, including factors set out under "Risk Management and Control Practices" and "Summary of Critical Accounting Estimates" in the MD&A, which, along with other filings, is available for review at www.sedar.com. The reader is also cautioned to consider these and other factors carefully and not to place undue reliance on forward-looking statements. Other than as specifically required by applicable law, Lifeco does not intend to update any forward-looking statements whether as a result of new information, future events or otherwise.

Cautionary Note Regarding Non-IFRS Financial Measures

This AIF and the documents incorporated by reference contain some non-IFRS financial measures. Terms by which non-IFRS financial measures are identified include, but are not limited to, "operating earnings", "constant currency basis", "premiums and deposits", "sales" and other similar expressions. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Please refer to the appropriate reconciliations of these non-IFRS financial measures to measures prescribed by IFRS.

CORPORATE STRUCTURE

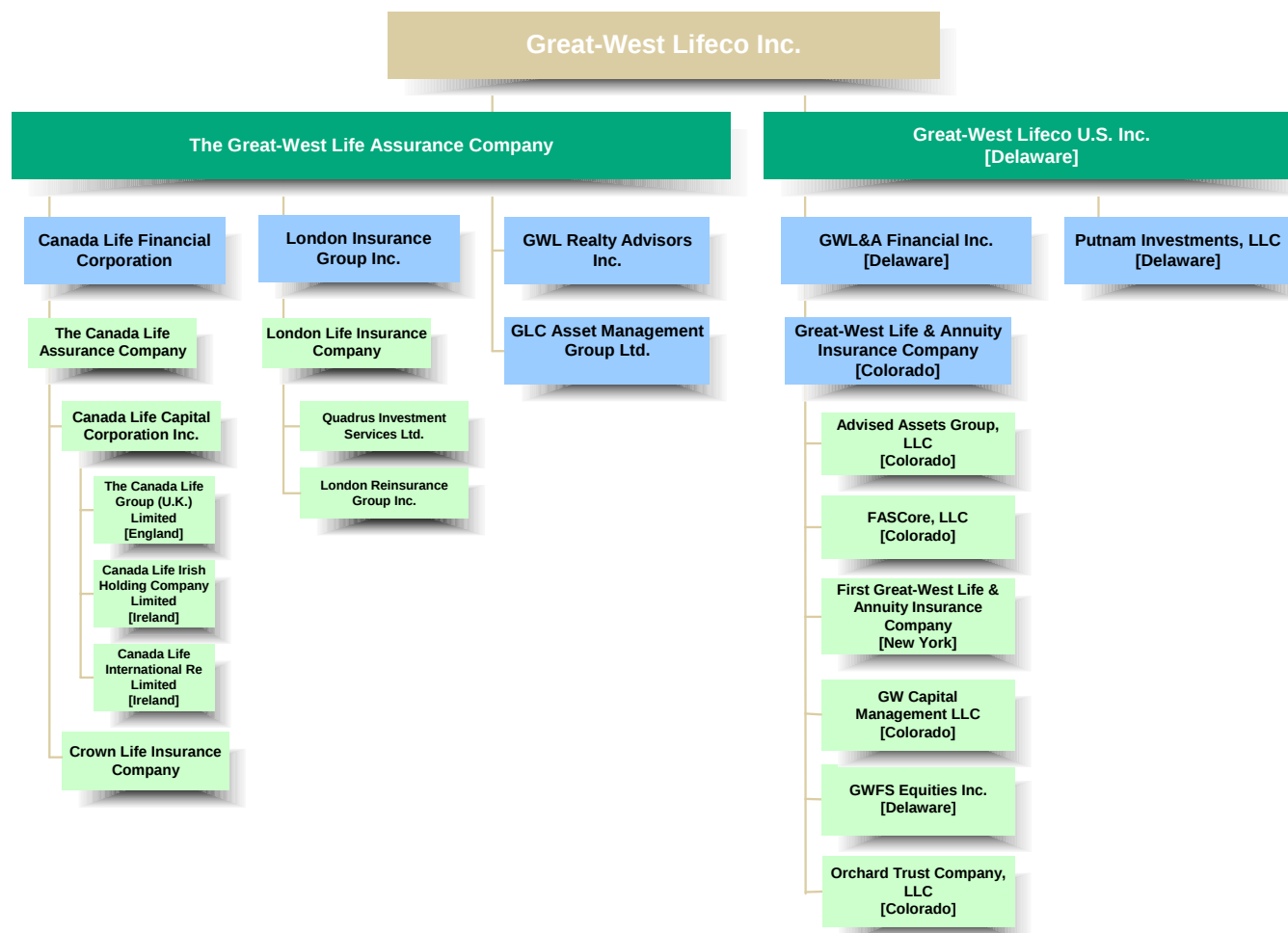
Name, Address and Incorporation

Lifeco was incorporated under the *Canada Business Corporations Act* on November 8, 1979 as 94972 Canada Inc. Its name was changed to Great-West Lifeco Inc. and its capital structure was reorganized by Certificate of Amendment dated May 15, 1986. Its articles, as further amended, were restated by Restated Certificate of

Incorporation dated August 7, 1997 and were subsequently amended to create Non-Cumulative First Preferred Shares Series F, Series G, Series H, Series I, Series J, Series K, Series L, Series M, Series N and Series O. The registered office and principal place of business of Lifeco is located at 100 Osborne Street North, Winnipeg, Manitoba, Canada R3C 3A5.

Intercorporate Relationships

The chart shown below depicts the corporate relationships among Lifeco and certain of its subsidiaries. Unless otherwise indicated, all such subsidiaries were incorporated or have been continued under the laws of Canada. Lifeco beneficially owns, or exercises control or direction over, 100% of the voting securities of each such subsidiary.



DESCRIPTION OF THE BUSINESS

General

Lifeco is a financial services holding company with interests in the life insurance, health insurance, asset management, investment and retirement savings and reinsurance businesses. Lifeco has operations in Canada, the United States, Europe and Asia through The Great-West Life Assurance Company ("Great-West"), London Life Insurance Company ("London Life"), The Canada Life Assurance Company ("Canada Life"), Great-West Life & Annuity Insurance Company ("GWL&A"), and Putnam Investments, LLC ("Putnam"). Lifeco and its subsidiaries have approximately \$502.0 billion in assets under administration and, at December 31, 2011, had approximately 17,350 employees worldwide. Lifeco currently has no other holdings, and currently carries on no businesses or activities, that are unrelated to its holdings in Great-West, London Life, Canada Life, GWL&A, Putnam and their subsidiaries. However, Lifeco is not restricted to investing in those companies, and may make other investments in the future.

Lifeco, through its operating subsidiaries, provides products and services under a number of brands, including the Great-West Life and Canada Life brands, the Freedom 55 FinancialTM brand, and the Putnam Investments and PanAgora brands. The Freedom 55 Financial brand is one of the most recognizable brands in Canada, and Putnam Investments is a well known brand in the United States.

Based on reported results for the twelve months ended December 31, 2011, of \$29.9 billion of total revenue consisting of premium income, net investment income, and fee and other income, approximately \$15.3 billion, or 51.2%, was denominated in currencies other than Canadian dollars. Similarly, \$932 million, or 46.1% of the \$2,022 million total net earnings attributable to shareholders, was denominated in foreign currencies. At December 31, 2011, approximately \$124.2 billion, or 52.0% of the \$238.8 billion of total general fund assets, were denominated in foreign currencies.

Lifeco's foreign currency denominated operating results were translated to Canadian dollars at prevailing market translation rates.

Canada

In Canada, Great-West, London Life and Canada Life offer a broad portfolio of financial and benefit plan solutions for individuals, families, businesses and organizations through a network of Freedom 55 Financial and Great-West financial security advisors and through a multi-channel network of brokers, advisors, consultants and financial institutions.

Through their Individual Insurance business units, Great-West, London Life and Canada Life provide life, disability and critical illness insurance products to individual clients. Through their Wealth Management business units, Great-West, London Life and Canada Life provide accumulation products and annuity products for both group and individual clients in Canada. Through their Group Insurance business units, Great-West and Canada Life provide life, health, critical illness, disability and creditor insurance products to group clients in Canada.

The individual lines of business access the various distribution channels through distinct product labels offered by Great-West, London Life, Canada Life and Quadrus Investment Services Ltd. Unique products and services meet the needs of each distribution channel, allowing Lifeco to maximize opportunities while minimizing channel conflict.

United States

In the United States, GWL&A is a leading provider of employer-sponsored retirement savings plans in the public/non-profit and corporate sectors. GWL&A also provides annuity and life insurance products for individuals and businesses, retirement accounts for individuals, and fund management, investment and advisory services. Its products and services are marketed nationwide through its sales force, brokers, consultants, advisors, third-party administrators and financial institutions. GWL&A provides an array of financial security products, including employer-sponsored defined contribution retirement plans. Through relationships with government plan sponsors, GWL&A is one of the largest providers of services to state defined contribution plans, with 17 recordkeeping and two investment only state clients as well as the government of Guam. Through its FASCore subsidiary, it offers private-label recordkeeping and administrative services for other providers of defined contribution plans.

Putnam provides investment management, certain administrative functions, distribution, and related services through a broad range of investment products, including the Putnam Funds, its own family of mutual funds which are offered to individual and institutional investors. Revenue is derived from the value and composition of assets under management, which includes domestic and international equity and debt portfolios; accordingly, fluctuations in financial markets and in the composition of assets under management affect revenues and results of operations. Individual retail investors are served through a broad network of distribution relationships with unaffiliated broker-dealers, financial planners, registered investment advisers and other financial institutions that distribute the Putnam Funds to their customers, which, in total, includes more than 158,000 advisors. Institutional investors are supported by Putnam's dedicated account management, product management, and client service professionals and through strategic relationships with certain investment management firms outside of the United States.

Europe

In Europe, Canada Life is broadly organized along geographically-defined market segments and offers protection and wealth management products, including payout annuity products, and reinsurance. The Europe segment is comprised of two distinct business units: Insurance & Annuities, which consists of operations in the United Kingdom, Isle of Man, Ireland and Germany; and Reinsurance, which operates primarily in the United States, Barbados and Ireland. Reinsurance products are provided through Canada Life, London Reinsurance Group Inc. and their subsidiaries.

The core products offered in the United Kingdom are payout annuities, savings and group insurance. These products are distributed through independent financial advisors and employee benefit consultants. The Isle of Man operation provides savings and individual protection products that are sold through independent financial advisors in the United Kingdom and in other selected territories. The core products offered in Ireland are individual insurance and savings and pension products. These products are distributed through independent brokers and a direct sales force. The German operation focuses on pension and individual protection products that are distributed through independent brokers.

Canada Life's and London Life's reinsurance business includes both reinsurance and retrocession business transacted directly with clients or through reinsurance brokers. As a retrocessionaire, the companies provide reinsurance to other reinsurers to allow those companies to spread their insurance risk. The product portfolio offered by the companies includes life, annuity and property and casualty reinsurance and retrocession, provided on both a proportional and non-proportional basis.

In addition to providing reinsurance products to third parties, Lifeco and its subsidiaries also utilize internal reinsurance transactions between affiliated companies. These transactions are undertaken in order to better manage insurance risks relating to retention, volatility and concentration, as well as to facilitate capital management for Lifeco and its subsidiaries and branch operations. These internal reinsurance transactions may produce benefits that are reflected in one or more of Lifeco's and its subsidiaries' business segments.

Corporate

The Lifeco Corporate segment includes operating results for activities that are not specifically associated with other business units.

For a further description of Lifeco's business, see pages 1 to 93 of the MD&A.

Risk Factors

Lifeco and its operating subsidiaries are in the business of assessing, structuring, pricing, assuming and managing risk. The types of risks are many and varied, and are influenced by factors both internal and external to Lifeco's business operations. These risks, and the control practices used to manage the risks, may be broadly grouped into four categories:

1. Insurance Risks
2. Investment or Market Risks
3. Operational Risks
4. Other Risks

These risk categories have been ranked in accordance with the extent to which they would be expected to impact Lifeco's business on an ongoing basis and, accordingly, would require more active management. It should be noted, however, that risks included in the third or fourth categories, such as legal, rating, regulatory or reputational risks, may still represent serious risks notwithstanding the expectation that they may be less likely to be realized or may be of a lesser magnitude.

For a more detailed description of risk factors, see pages 32 to 47 of the MD&A.

GENERAL DEVELOPMENT OF THE BUSINESS

Three Year History

Over the three year period ending December 31, 2011 total revenue from continuing operations decreased from \$30,541 million in 2009 to \$29,898 million in 2011. Total assets under administration for continuing operations have grown from \$441,959 million at December 31, 2008, to \$501,965 million at December 31, 2011. The growth experienced by Lifeco has been achieved both through organic growth as well as through transactions with third parties. The significant transactions involving Lifeco and its subsidiaries are described below.

Pursuant to an agreement reached with Fidelity Investments Canada ULC on October 22, 2008 to transition its Canadian group retirement record keeping business to Great-West, the transfer of \$1.4 billion of assets was completed in the third quarter of 2009.

On January 19, 2009, PanAgora Asset Management Inc., a subsidiary of Putnam, sold its equity investment in Union PanAgora Asset Management GmbH. Gross proceeds received of approximately US \$75 million resulted in a gain to Putnam of approximately US \$33 million after taxes and minority interests.

Lifeco expects that it will continue to seek external growth opportunities.

For a more detailed description of the recent general development of Lifeco's business, and the outlook for Lifeco's current financial year, see pages 1 to 93 of the MD&A.

DIVIDENDS

Lifeco does not have a formal dividend policy. The declaration and payment of dividends is at the discretion of the Lifeco Board of Directors. The decision to declare a dividend takes into account a variety of factors including the level of earnings, adequacy of capital, and availability of cash resources. As a holding company, Lifeco's ability to pay dividends is dependent upon Lifeco receiving dividends from its operating subsidiaries. Lifeco'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 in those jurisdictions. 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 Lifeco.

In March of 2002, Canada Life Capital Trust (the "CLC Trust"), an open-ended trust sponsored by Canada Life, issued 300,000 Canada Life Trust Securities – Series A and 150,000 Canada Life Trust Securities – Series B (collectively, the "CLiCS"). Canada Life Financial Corporation ("CLFC") has agreed that if (i) the CLC Trust fails to pay distributions on the CLiCS, and (ii) Canada Life does not at that time have sufficient public preferred shares outstanding, then CLFC will not pay dividends on its common shares or on its preferred shares until the 12th month following the CLC Trust's failure to have paid the distributions on the CLiCS, unless the CLC Trust first pays such missed distributions. All of the common shares of CLFC are owned by Great-West.

In December of 2002, Great-West Life Capital Trust (the "GWL Trust"), an open-ended trust sponsored by Great-West, issued 350,000 Great-West Life Trust Securities – Series A (the "GREATs"). Lifeco has agreed that if (i) the GWL Trust fails to pay distributions on the GREATs, and (ii) Great-West does not at that time have sufficient public preferred shares outstanding, then Lifeco will not pay dividends on its common shares or on its preferred shares until the 12th month following the GWL Trust's failure to have paid the distributions on the GREATs, unless the GWL Trust first pays such missed distributions.

In June of 2007, Great-West Lifeco Finance (Delaware) LP ("Great-West LP") issued \$1,000 million of subordinated debentures and in June of 2008, Great-West Lifeco Finance (Delaware) LP II ("Great-West LP II") issued \$500 million of subordinated debentures (collectively, the "Subordinated Debentures"). Great-West LP and Great-West LP II were formed by Lifeco and affiliates of Lifeco under the laws of the State of Delaware. The Subordinated Debentures are fully and unconditionally guaranteed on a subordinated basis by Lifeco. Great-West LP and Great-West LP II may, on one or more occasions under certain conditions, elect to defer one or more interest payments on the Subordinated Debentures for up to ten consecutive years. During any such period of interest deferral, neither Lifeco nor any of its subsidiaries may declare or pay any dividends or other distributions on any of the capital stock of Lifeco. However, there are no restrictions on the ability of any subsidiary of Lifeco to pay dividends or make any distributions to Lifeco or its other subsidiaries.

The amount of cash dividends paid in respect of Lifeco's outstanding shares for each of Lifeco's three most recently completed financial years is as follows:

	Year Ended December 31,		
	2011	2010	2009
Lifeco			
Series D First Preferred ⁽¹⁾	N/A	\$0.294	\$1.175
Series E First Preferred ⁽²⁾	N/A	N/A	\$1.200
Series F First Preferred	\$1.475	\$1.475	\$1.475
Series G First Preferred	\$1.300	\$1.300	\$1.300
Series H First Preferred	\$1.213	\$1.213	\$1.213
Series I First Preferred	\$1.125	\$1.125	\$1.125
Series J First Preferred ⁽³⁾	\$1.500	\$1.500	\$1.635
Series L First Preferred ⁽⁴⁾	\$1.413	\$1.413	\$0.348
Series M First Preferred ⁽⁵⁾	\$1.450	\$1.194	N/A
Series N First Preferred ⁽⁶⁾	\$1.004	N/A	N/A
Common	\$1.230	\$1.230	\$1.230

1. The Series D First Preferred Shares were redeemed on March 31, 2010.
2. The Series E First Preferred Shares were redeemed on December 31, 2009.
3. The Series J First Preferred Shares were issued in November of 2008. The first dividend payment was made on March 31, 2009 for \$0.50959 per share which included an accrued amount for 2008. Regular quarterly dividend payments are \$0.375 per share.
4. The Series L First Preferred Shares were issued on October 2, 2009.
5. The Series M First Preferred Shares were issued on March 4, 2010. The first dividend payment was made on June 30, 2010 in the amount of \$0.46877 per share which included an accrued amount. Regular quarterly dividend payments are \$0.3625 per share.
6. The Series N First Preferred Shares were issued on November 23, 2010. The first dividend was made on March 31, 2011 in the amount of \$0.32 per share which included an accrued amount for 2010. Regular quarterly dividend payments are \$0.228125 per share.

CAPITAL STRUCTURE

General

The authorized capital of Lifeco consists of an unlimited number of First Preferred Shares, issuable in series (the "First Preferred Shares"), an unlimited number of Class A Preferred Shares, issuable in series (the "Class A Preferred Shares"), an unlimited number of Second Preferred Shares, issuable in series (the "Second Preferred Shares") and an unlimited number of Common Shares (the "Common Shares").

As at December 31, 2011 there were 949,764,141 Common Shares, 7,739,983 Non-Cumulative First Preferred Shares, Series F ("Series F Shares"), 12,000,000 Non-Cumulative First Preferred Shares, Series G ("Series G Shares"), 12,000,000 Non-Cumulative First Preferred Shares, Series H ("Series H Shares"), 12,000,000 Non-Cumulative First Preferred Shares, Series I ("Series I Shares"), 9,200,000 Non-Cumulative First Preferred Shares, Series J ("Series J Shares"), 6,800,000 Non-Cumulative First Preferred Shares, Series L ("Series L Shares"), 6,000,000 Non-Cumulative First Preferred Shares, Series M ("Series M Shares"), and 10,000,000 Non-Cumulative First Preferred Shares, Series N ("Series N Shares") issued and outstanding. As described below, in certain circumstances the Series J Shares are convertible into Non-Cumulative First Preferred Shares, Series K ("Series K Shares") and in certain circumstances the Series N Shares are convertible into Non-Cumulative First Preferred Shares, Series O ("Series O Shares"). Although authorized, no Series K Shares or Series O Shares are outstanding, nor are any Class A Preferred Shares or Second Preferred Shares outstanding.

Common Shares

Each Common Share entitles the holder to one vote at all meetings of shareholders (other than at meetings exclusively of another class or series of shareholders). Subject to the prior rights of the holders of Class A Preferred Shares, First Preferred Shares and Second Preferred Shares, the holders of Common Shares are entitled to receive dividends on the Common Shares if, as and when declared by the Board of Directors, and to receive the remaining property of Lifeco on dissolution or winding-up.

As the First Preferred Shares carry a greater right to vote on a per share basis than the Common Shares, the Common Shares are "subordinate voting securities". The Common Shares represent approximately 89.86% of the aggregate voting rights attached to all Lifeco securities. **Holders of Common Shares would have no right to participate if a bid was made to acquire any of the First Preferred Shares.**

Class A Preferred Shares

The Class A Preferred Shares may be issued in one or more series with such rights, privileges, restrictions and conditions as the Lifeco Board of Directors designates. With respect to the payment of dividends and the distribution of assets in the event of the liquidation, dissolution or winding-up of Lifeco, the Class A Preferred Shares of each series rank on a parity with the Class A Preferred Shares of every other series and with the First Preferred Shares, and in priority to the Second Preferred Shares and to the Common Shares. The holders of Class A Preferred Shares of any series are not entitled to notice of or to attend or to vote at any meetings of Lifeco shareholders, except as may be required by law or as may be specifically provided for in the provisions attaching to the Class A Preferred Shares of such series.

First Preferred Shares

The First Preferred Shares may be issued in one or more series with such rights, privileges, restrictions and conditions as the Lifeco Board of Directors designates. With respect to the payment of dividends (which are payable if, as and when declared by the Board of Directors) and the distribution of assets in the event of the liquidation, dissolution or winding-up of Lifeco, the First Preferred Shares of each series rank on a parity with the First Preferred Shares of every other series and with the Class A Preferred Shares, and in priority to the Second Preferred Shares and to the Common Shares. Subject to the temporary voting rights discussed below, the holders of First Preferred Shares of any series are not entitled to notice of or to attend or to vote at any meetings of Lifeco shareholders, except as may be required by law or as may be specifically provided for in the provisions attaching to the First Preferred Shares of such series.

Temporary Voting Rights and Restrictions and Constraints on Transfer

Section 411 of the *Insurance Companies Act (Canada)* (the "ICA") requires that Great-West, London Life and Canada Life have voting shares that carry at least 35% of the voting rights attached to all of their outstanding shares beneficially owned by persons who are not "major shareholders" or who are not entities controlled by a major shareholder (the "Public Holding Requirement"). The ICA provides that a person is a major shareholder of a company if the aggregate of the shares of any class of voting shares beneficially owned by the person and by entities controlled by the person exceeds 20% of all of the outstanding shares of that class.

As permitted by the ICA, the Public Holding Requirement applicable to Great-West, London Life and Canada Life has been satisfied by Lifeco through provisions in Lifeco's articles that attach voting rights to the First Preferred Shares and that impose certain constraints on the issue and transfer of the First Preferred Shares. Such provisions currently apply to the First Preferred Shares and will continue to apply until the occurrence of certain events described in Lifeco's articles (such period of time, the "Temporary Period").

During the Temporary Period, holders of First Preferred Shares are entitled to receive notice of and to attend all meetings of Lifeco shareholders (other than meetings of holders of a class or series of shares at which such holders are entitled to vote separately as a class or series). Each First Preferred Share carries that number of votes calculated in accordance with a formula set out in Lifeco's articles. The formula provides, in effect, that the number of votes attached to each First Preferred Share is such that the holders of Common Shares and the holders of First Preferred Shares who do not directly or indirectly own more than 10% of the Common Shares or 10% of the First Preferred Shares respectively will collectively exercise 35% of the voting rights attached to all voting shares of Lifeco.

During the Temporary Period, First Preferred Shares are not to be issued, or be registered in the securities register of Lifeco as transferred, where such issue or transfer would result in a person beneficially owning, directly or indirectly, more than 10% of the First Preferred Shares as a class. If, during the Temporary Period, First Preferred Shares are held by a person who owns more than 10% of the First Preferred Shares as a class, or an entity controlled by such a person owns any First Preferred Shares, the voting rights attached to the First Preferred Shares of such person or entity cannot be exercised.

Series F Shares

The Series F Shares carry a non-cumulative dividend of 5.90% per annum, payable quarterly. Lifeco has the right to redeem the Series F Shares in whole or in part at a price of \$25 per share plus a premium if they are redeemed prior to September 30, 2012. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series F Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of Series F Shares are entitled to be paid an amount equal to \$25.00 per Series F Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series F Shares.

Series G Shares

The Series G Shares carry a non-cumulative dividend of 5.20% per annum, payable quarterly. Lifeco has the right to redeem the Series G Shares in whole or in part at a price of \$25 per share plus a premium if they are redeemed prior to December 31, 2013. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series G Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of the Series G Shares are entitled to be paid an amount equal to \$25.00 per Series G Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series G Shares.

Series H Shares

The Series H Shares carry a non-cumulative dividend of 4.85% per annum, payable quarterly. Lifeco has the right to redeem the Series H Shares in whole or in part at a price of \$25 per share plus a premium if they are redeemed prior to September 30, 2014. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series H Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of the Series H Shares are entitled to be paid an amount equal to \$25.00 per Series H Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series H Shares.

Series I Shares

The Series I Shares carry a non-cumulative dividend of 4.50% per annum, payable quarterly. Lifeco has the right to redeem the Series I Shares in whole or in part on or after June 30, 2011 at a price of \$25 per share plus a premium if they are redeemed prior to June 30, 2015. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series I Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of the Series I Shares are entitled to be paid an amount equal to \$25.00 per Series I Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series I Shares.

Series J Shares

The Series J Shares carry a non-cumulative dividend, payable quarterly, of 6% per annum from March 31, 2009 to but excluding December 31, 2013. On December 31, 2013 and on December 31 every five years thereafter the dividend rate will be reset so as to equal the then current five-year Government of Canada bond yield plus 3.07%. Lifeco has the right to redeem the Series J Shares, in whole or in part, on December 31, 2013 and on December 31 every five years thereafter for \$25.00 per share plus declared and unpaid dividends. Subject to Lifeco's right of redemption and certain other restrictions on conversion described in the Series J Share conditions, each Series J Share is convertible at the option of the holder on December 31, 2013 and on December 31 every five years thereafter into one Series K Share, which will carry a non-cumulative floating rate dividend in the amount per share determined by multiplying \$25.00 by the sum of the relevant Government of Canada Treasury Bill rate plus 3.07%. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in

priority to the Series J Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of Series J Shares are entitled to be paid an amount equal to \$25.00 per Series J Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series J Shares.

Series K Shares

The Series K Shares, if issued, will carry a floating non-cumulative dividend, payable quarterly, in an amount per share determined by multiplying \$25.00 by the sum of the relevant Government of Canada Treasury Bill rate plus 3.07%. Lifeco has the right to redeem the Series K Shares, in whole or in part, after December 31, 2013 for \$25.50 per share plus declared and unpaid dividends, unless such Series K Shares are redeemed on December 31, 2018 or on December 31 in each fifth year thereafter in which case the redemption price will be \$25.00 per share plus declared and unpaid dividends. Subject to Lifeco's right of redemption and certain other restrictions on conversion described in the Series K Share conditions, each Series K Share is convertible at the option of the holder on December 31, 2018 and on December 31 every five years thereafter into one Series J Share. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series K Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of Series K Shares are entitled to be paid an amount equal to \$25.00 per Series K Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series K Shares.

Series L Shares

The Series L Shares carry a non-cumulative dividend of 5.65% per annum, payable quarterly. Lifeco has the right to redeem the Series L Shares in whole or in part on or after December 31, 2014 at a price of \$25 per share plus a premium if they are redeemed prior to December 31, 2018. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series L Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of the Series L Shares are entitled to be paid an amount equal to \$25.00 per Series L Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series L Shares.

Series M Shares

The Series M Shares carry a non-cumulative dividend of 5.80% per annum, payable quarterly. Lifeco has the right to redeem the Series M Shares in whole or in part on or after March 31, 2015 at a price of \$25 per share plus a premium if they are redeemed prior to March 31, 2019. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series M Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of the Series M Shares are entitled to be paid an amount equal to \$25.00 per Series M Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series M Shares.

Series N Shares

The Series N Shares carry a non-cumulative dividend, payable quarterly, of 3.65% per annum from March 31, 2011 to but excluding December 31, 2015. On December 31, 2015 and on December 31 every five years thereafter the dividend rate will be reset so as to equal the then current five-year Government of Canada bond yield plus 1.30%. Lifeco has the right to redeem the Series N Shares, in whole or in part, on December 31, 2015 and on December 31 every five years thereafter for \$25.00 per share plus declared and unpaid dividends. Subject to Lifeco's right of redemption and certain other restrictions on conversion described in the Series N Share conditions, each Series N Share is convertible at the option of the holder on December 31, 2015 and on December 31 every five years thereafter into one Series O Share, which will carry a non-cumulative floating rate dividend in the amount per share determined by multiplying \$25.00 by the sum of the relevant Government of Canada Treasury Bill rate plus 1.30%. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series N Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of Series N Shares are entitled to be paid an amount equal to \$25.00 per Series N Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series N Shares.

Series O Shares

The Series O Shares, if issued, will carry a floating non-cumulative dividend, payable quarterly, in an amount per share determined by multiplying \$25.00 by the sum of the relevant Government of Canada Treasury Bill rate plus 1.30%. Lifeco has the right to redeem the Series O Shares, in whole or in part, after December 31, 2015 for \$25.50 per share plus declared and unpaid dividends, unless such Series O Shares are redeemed on December 31, 2020 or on December 31 in each fifth year thereafter in which case the redemption price will be \$25.00 per share plus declared and unpaid dividends. Subject to Lifeco's right of redemption and certain other restrictions on conversion described in the Series O Share conditions, each Series O Share is convertible at the option of the holder on December 31, 2020 and on December 31 every five years thereafter into one Series N Share. Subject to the prior satisfaction of the claims of all creditors of Lifeco and of holders of shares of Lifeco ranking in priority to the Series O Shares, in the event of the liquidation, dissolution or winding-up of Lifeco, the holders of Series O Shares are entitled to be paid an amount equal to \$25.00 per Series O Share plus declared and unpaid dividends before any amount is paid, or any assets of Lifeco are distributed, to the holders of Common Shares or to the holders of shares of any other class ranking junior to the Series O Shares.

Second Preferred Shares

The Second Preferred Shares may be issued in one or more series with such rights, privileges, restrictions and conditions as the Lifeco Board of Directors designates. With respect to the payment of dividends and the distribution of assets in the event of the liquidation, dissolution or winding-up of Lifeco, the Second Preferred Shares of each series rank on a parity with the Second Preferred Shares of every other series and in priority to the Common Shares, but junior to the First Preferred Shares and to the Class A Preferred Shares. The holders of Second Preferred Shares of any series are not entitled to notice of or to attend or to vote at any meetings of Lifeco shareholders except as may be required by law or as may be specifically provided for in the provisions attaching to the Second Preferred Shares of such series.

Permanence of Capital

Lifeco regards the capital represented by the Series F Shares, the Series G Shares, the Series H Shares, the Series I Shares, the Series L Shares and the Series M Shares and the capital represented by the 5.691% Subordinated Debentures due June 21, 2067 and the 7.127% Subordinated Debentures due June 26, 2068 (those Subordinated Debentures, which were issued by subsidiaries of Lifeco, have been guaranteed by Lifeco) as comprising part of its core or permanent capital. As such, if Lifeco was to redeem any of those shares or Subordinated Debentures, it would intend to do so only with proceeds raised from new capital instruments issued during the life of such shares or Subordinated Debentures that represent equal or greater equity benefit. Lifeco has amended its \$400 million trust indenture dated as of March 21, 2003 to provide that it will be in default under the trust indenture if it redeems any of those shares or Subordinated Debentures other than from the proceeds of new capital instruments that represent equal or greater equity benefit.

Ratings

The following ratings have been received by Lifeco in connection with its outstanding securities:

	Preferred Shares	Debentures
S&P		
Rating	A-,P-1(low)	A+
Outlook	Stable	Stable
Rank	(5) of 20	(5) of 22
Commentary	Obligor's capacity to meet its financial commitment on the obligation is still strong, but is more susceptible to the adverse effects of changes in circumstances than higher rated categories.	Obligor's capacity to meet its financial commitment on the obligation is still strong, but is more susceptible to the adverse effects of changes in circumstances than higher rated categories.

Preferred Shares		Debentures
DBRS		
Rating	Pfd-1(Low)	AA(Low)
Outlook	Stable	Stable
Rank	(3) of 16	(4) of 26
Commentary	Preferred shares are of superior credit quality, and are supported by entities with strong earnings and balance sheet characteristics.	Debentures are of superior credit quality. The capacity for the payment of financial obligations is considered high. Credit quality differs from AAA only to a small degree. Unlikely to be significantly vulnerable to future events.
Fitch		
Rating	BBB+	A
Outlook	Stable	Stable
Rank	(8) of 23	(6) of 23
Commentary	Good credit quality. Denotes expectations of credit risk are currently low. The capacity for payment of financial commitments is considered adequate but adverse business or economic conditions are more likely to impair this capacity.	High credit quality. Denotes expectations of credit risk are currently low. The capacity for payment of financial commitments is considered strong. This capacity may, nevertheless, be more vulnerable to adverse business or economic conditions than is the case for higher ratings.
AM Best		
Rating	bbb+	a
Outlook	Stable	Stable
Rank	(8) of 22	(6) of 22
Commentary	The issuer has adequate ability to meet the terms of the obligation, however the issuer is more susceptible to changes in economic and other conditions.	Strong ability to meet the terms of the obligation.
Moody's		
Rating		
Rank		
Commentary	Moody's does not rate the securities issued by Lifeco. However, it does provide an Insurance Financial Strength rating to Lifeco's major operating subsidiaries.	Moody's does not rate the securities issued by Lifeco. However, it does provide an Insurance Financial Strength rating to Lifeco's major operating subsidiaries.

Preferred Share Ratings

The preferred share rating is a rating agency's current assessment of the creditworthiness of an obligor with respect to a specific preferred share obligation relative to preferred shares issued by other issuers. The rating reflects the rating agency's assessment of the issuer's capacity and willingness to pay dividends and principal on a timely basis.

Issuer Credit Ratings

The ratings assigned to the debentures issued by Lifeco are generally referred to as issuer credit ratings. An issuer credit rating is a rating agency's current opinion of the creditworthiness of an obligor with respect to a specific financial obligation, a specific class of financial obligations, or a specific financial program. It takes into consideration the creditworthiness of guarantors, insurers, or other forms of credit enhancement on the obligation as well as the currency in which the obligation is denominated. Issuer credit ratings typically take into account the likelihood of payment (the capacity and willingness of the obligor to meet its financial commitment on an obligation in accordance with the terms of the obligation), the nature of the provisions of the obligation, and the protection afforded by, and relative position of, the obligation in the event of bankruptcy, reorganization, or other arrangement under laws of bankruptcy and other laws affecting creditor rights.

A security rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time by the rating organization.

MARKET FOR SECURITIES

The Common Shares and the First Preferred Shares, Series F, G, H, I, J, L, M and N are listed and posted for trading on the TSX. The following tables provide trading price and volume statistics regarding activity in 2011.

Lifeco Common Shares (TSX:GWO)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$25.82	\$26.57	13,822,351	658,207
February	\$26.59	\$27.77	17,976,882	898,844
March	\$25.17	\$26.95	23,438,769	1,019,077
April	\$26.43	\$27.25	16,524,715	786,891
May	\$26.27	\$27.40	10,701,582	486,436
June	\$24.56	\$25.92	20,900,450	950,020
July	\$23.43	\$25.51	13,186,127	627,911
August	\$21.47	\$23.87	23,131,264	1,005,707
September	\$19.67	\$21.81	28,093,746	1,276,988
October	\$19.62	\$22.50	23,414,445	1,114,974
November	\$19.30	\$21.50	19,689,313	894,969
December	\$19.17	\$20.58	25,252,685	1,147,849

Lifeco Series F First Preferred Shares (TSX: GWO.PR.F)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$25.35	\$25.90	206,826	9,849
February	\$25.26	\$25.47	125,037	6,252
March	\$25.11	\$25.39	124,417	5,409
April	\$25.17	\$25.58	39,680	1,890
May	\$25.28	\$25.84	31,424	1,428
June	\$25.25	\$25.92	45,648	2,075
July	\$25.25	\$25.42	122,364	5,827
August	\$25.11	\$25.48	103,162	4,485
September	\$25.05	\$25.36	46,244	2,102
October	\$24.92	\$25.34	53,195	2,533
November	\$25.20	\$25.55	57,253	2,602
December	\$25.12	\$25.55	60,044	2,729

Lifeco Series G First Preferred Shares (TSX: GWO.PR.G)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$23.62	\$24.52	294,165	14,008
February	\$24.00	\$24.82	182,757	9,138
March	\$24.11	\$24.69	255,703	11,118
April	\$23.75	\$24.67	202,968	9,665
May	\$24.02	\$25.11	588,335	26,743
June	\$24.45	\$24.80	200,687	9,122
July	\$24.50	\$25.04	248,875	11,851
August	\$24.25	\$25.44	244,692	10,639
September	\$24.63	\$25.16	156,625	7,119
October	\$24.52	\$25.21	199,721	9,511
November	\$24.67	\$25.05	120,544	5,479
December	\$24.73	\$25.23	106,083	4,822

Lifeco Series H First Preferred Shares (TSX: GWO.PR.H)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$22.90	\$23.94	296,558	14,122
February	\$22.97	\$23.97	190,306	9,515
March	\$23.11	\$23.55	135,803	5,904
April	\$22.13	\$23.29	226,069	10,765
May	\$22.48	\$24.10	136,627	6,210
June	\$23.53	\$23.99	126,769	5,762
July	\$23.17	\$23.80	304,112	14,482
August	\$23.02	\$24.13	163,143	7,093
September	\$23.50	\$24.04	132,022	6,001
October	\$23.30	\$23.75	356,682	16,985
November	\$23.55	\$24.00	187,855	8,539
December	\$23.42	\$23.92	272,144	12,370

Lifeco Series I First Preferred Shares (TSX: GWO.PR.I)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$21.34	\$22.83	445,365	21,208
February	\$21.81	\$22.77	253,651	12,683
March	\$21.74	\$22.60	316,791	13,774
April	\$20.85	\$22.32	196,844	9,374
May	\$21.05	\$22.57	344,534	15,661
June	\$22.25	\$22.93	302,583	13,754
July	\$22.16	\$22.96	250,739	11,940
August	\$21.99	\$22.94	428,644	18,637
September	\$22.46	\$23.08	217,295	9,877
October	\$22.17	\$22.71	190,452	9,069
November	\$22.40	\$22.93	190,555	8,662
December	\$22.28	\$22.75	153,545	6,979

Lifeco Series J First Preferred Shares (TSX: GWO.PR.J)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$26.76	\$27.24	119,564	5,694
February	\$26.85	\$27.10	156,023	7,801
March	\$26.75	\$27.10	145,208	6,313
April	\$26.85	\$27.00	71,839	3,421
May	\$26.90	\$27.20	93,558	4,253
June	\$26.60	\$27.00	211,994	9,636
July	\$26.90	\$27.20	76,338	3,635
August	\$26.54	\$27.14	103,260	4,490
September	\$26.13	\$27.05	46,046	2,093
October	\$25.88	\$26.62	309,598	14,743
November	\$26.06	\$26.75	91,267	4,149
December	\$26.30	\$27.00	131,412	5,973

Lifeco Series L First Preferred Shares (TSX: GWO.PR.L)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$24.75	\$25.24	182,885	8,709
February	\$25.00	\$25.40	189,895	9,495
March	\$24.85	\$25.44	230,237	10,010
April	\$24.90	\$25.28	155,126	7,387
May	\$25.09	\$25.65	130,913	5,951
June	\$25.06	\$25.44	118,452	5,384
July	\$25.03	\$25.42	67,856	3,231
August	\$24.85	\$25.61	113,173	4,921
September	\$25.05	\$25.50	101,910	4,632
October	\$24.92	\$25.50	111,415	5,305
November	\$25.37	\$25.85	91,839	4,175
December	\$25.55	\$26.00	92,414	4,201

Lifeco Series M First Preferred Shares (TSX: GWO.PR.M)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$25.00	\$25.60	254,749	12,131
February	\$25.09	\$25.51	160,939	8,047
March	\$25.00	\$25.64	84,755	3,685
April	\$25.15	\$25.50	55,282	2,632
May	\$25.18	\$25.72	145,338	6,606
June	\$25.30	\$25.60	78,624	3,574
July	\$25.36	\$25.93	60,886	2,899
August	\$25.35	\$26.44	86,849	3,776
September	\$25.48	\$25.88	101,919	4,633
October	\$25.15	\$25.94	172,783	8,228
November	\$25.50	\$26.32	73,670	3,349
December	\$25.50	\$26.03	115,606	5,255

Lifeco Series N First Preferred Shares (TSX: GWO.PR.N)

2011	Trading Range		Volume Traded	
	Low	High	Total	Average ⁽¹⁾
January	\$24.55	\$24.97	464,345	22,112
February	\$24.66	\$24.94	176,778	8,839
March	\$24.30	\$24.85	219,917	9,562
April	\$24.50	\$24.78	248,322	11,825
May	\$24.60	\$24.90	547,358	24,880
June	\$24.40	\$24.95	218,705	9,941
July	\$24.50	\$25.00	155,535	7,406
August	\$24.40	\$24.84	432,903	18,822
September	\$24.20	\$24.67	132,618	6,028
October	\$23.75	\$24.80	164,237	7,821
November	\$23.20	\$25.00	261,227	11,874
December	\$22.55	\$23.63	169,850	7,720

⁽¹⁾ Average volume traded is the total volume divided by the number of days the security actually traded during the month.

DIRECTORS AND OFFICERS

Directors

The following information is with respect to the Directors of Lifeco.

Name, Residence, Principal Occupation, Major Positions with Lifeco	Served as Director From
George S. Bain (1) - Glenavy, Northern Ireland, United Kingdom Mr. Bain was most recently Principal of London Business School and then President and Vice-Chancellor of Queen's University of Belfast. He has been a mediator and arbitrator in numerous industrial disputes and has consulted for many organizations in both the private and public sectors.	May 7, 2009
Marcel R. Coutu (2)(3)(4) - Calgary, Alberta, Canada Mr. Coutu is President and Chief Executive Officer of Canadian Oil Sands Limited and Chairman of Syncrude Canada Ltd., one of Canada's largest oil sands projects.	May 3, 2007
André Desmarais, O.C., O.Q. (2)(3)(4) - Westmount, Québec, Canada Mr. Desmarais is Co-Chairman of Power Financial Corporation, a holding company with substantial interests in the financial services industry, and Deputy Chairman, President and Co-Chief Executive Officer of Power Corporation of Canada, a holding and management company.	April 22, 1992
Paul Desmarais, Jr., O.C., O.Q. (2)(3)(4) - Westmount, Québec, Canada Mr. Desmarais is Co-Chairman of Power Financial Corporation and Chairman and Co-Chief Executive Officer of Power Corporation of Canada.	May 15, 1986
H. David Graves (3)(5) - Winnipeg, Manitoba, Canada Mr. Graves is Chairman of the Board and Chief Executive Officer of IMRIS Inc., a medical device company.	May 3, 2007
Michael L. Hepher (1)(2)(3) - London, England, United Kingdom Mr. Hepher's principal occupation is that of a Corporate Director.	May 4, 2006

Name, Residence, Principal Occupation, Major Positions with Lifeco**Served as Director From**

Chaviva M. Hošek, O.C., Ph.D, LL.D. (1)(5) - Toronto, Ontario, Canada Ms. Hošek is President and Chief Executive Officer of The Canadian Institute for Advanced Research, Toronto.	May 1, 2008
D. Allen Loney, FIA, FCIA (2) - Toronto, Ontario, Canada Mr. Loney has been President and Chief Executive Officer of Lifeco, Great-West, London Life and Canada Life since May, 2008. He was previously Vice-President, Capital Management of Lifeco and Executive Vice-President, Chief Actuary/Capital Management of Great-West, London Life and Canada Life.	July 30, 2008
Raymond L. McFeetors (2)(3)(4) - Winnipeg, Manitoba, Canada Mr. McFeetors has been Chairman of the Board of Lifeco, Great-West, London Life, Canada Life and GWL&A since May, 2008 and is also Vice-Chairman of Power Financial Corporation. He was previously President and Chief Executive Officer of Lifeco, Great-West, London Life, Canada Life and GWL&A.	April 28, 1993
Jerry E.A. Nickerson (1)(2) - North Sydney, Nova Scotia, Canada Mr. Nickerson is Chairman of the Board of H.B. Nickerson & Sons Limited, a management and holding company based in North Sydney, Nova Scotia.	May 15, 1986
David A. Nield (3)(4)(5) - Toronto, Ontario, Canada Mr. Nield's principal occupation is that of a Corporate Director.	July 30, 2003
R. Jeffrey Orr (2)(3)(4) - Westmount, Québec, Canada Mr. Orr has been President and Chief Executive Officer of Power Financial Corporation since May, 2005. He was previously President and Chief Executive Officer of IGM Financial Inc.	July 30, 2002
Michel Plessis-Bélair, FCA - Town of Mount Royal, Québec, Canada Mr. Plessis-Bélair has been Vice-Chairman of Power Corporation of Canada since January, 2008. He was previously Executive Vice-President and Chief Financial Officer of Power Financial Corporation and Vice-Chairman and Chief Financial Officer of Power Corporation of Canada.	April 15, 1990
Henri-Paul Rousseau, Ph.D. (2) - Montréal, Québec, Canada Mr. Rousseau has been Vice-Chairman of Power Financial Corporation and Power Corporation of Canada since January, 2009. He was President and Chief Executive Officer of la Caisse de dépôt et placement du Québec from May, 2005 until May, 2008 and Chairman and Chief Executive Officer from September, 2002 until April, 2005.	May 7, 2009
Raymond Royer, O.C., O.Q., FCA (1) - Montréal, Québec, Canada Mr. Royer's principal occupation is that of a Corporate Director. He was President and Chief Executive Officer and a director of Domtar Inc. from 1996 until December, 2008.	May 7, 2009
Philip K. Ryan (2) - Montréal, Québec, Canada Mr. Ryan has been the Executive Vice-President and Chief Financial Officer of Power Financial Corporation and Power Corporation of Canada since January, 2008. He previously held a variety of senior positions with Credit Suisse, a global financial services company domiciled in Switzerland.	May 1, 2008

Name, Residence, Principal Occupation, Major Positions with Lifeco**Served as Director From**

T. Timothy Ryan, Jr. (2)(3) - New York, New York, United States of America
Mr. Ryan is President and Chief Executive Officer of the Securities Industry and Financial Markets Association, the leading industry trade association representing 680 global financial market participants.

May 6, 2010

Emőke J.E. Szathmáry, C.M., O.M., Ph.D. - Winnipeg, Manitoba, Canada
Dr. Szathmáry is President Emeritus of the University of Manitoba and a Professor in the Department of Anthropology and in the Department of Biochemistry and Medical Genetics.

May 4, 2006

Brian E. Walsh (2)(3)(4) - Rye, New York, United States of America
Mr. Walsh is Chairman and Chief Investment Officer of Saguenay Strathmore Capital, LLC, a money management and investment advisory company. He was previously Managing Partner of Saguenay Capital, LLC.

May 7, 2009

- (1) Member of the Audit Committee.
- (2) Member of the Executive Committee.
- (3) Member of the Compensation Committee.
- (4) Member of the Governance and Nominating Committee.
- (5) Member of the Conduct Review Committee.

The term of office of each of the Lifeco Directors will expire at the close of the next Lifeco annual meeting.

Executive Officers

The following information is with respect to the Executive Officers of Lifeco.

**Name and
Place of Residence****Position and Principal Occupation**

Raymond L. McFeetors
Winnipeg, Manitoba, Canada

Mr. McFeetors is Chairman of the Board of Lifeco, Great-West, London Life, Canada Life and GWL&A and is Vice-Chairman of Power Financial Corporation.

D. Allen Loney
Toronto, Ontario, Canada

Mr. Loney is President and Chief Executive Officer of Lifeco, Great-West, London Life and Canada Life.

Mitchell T. G. Graye
Castle Rock, Colorado, USA

Mr. Graye is President and Chief Executive Officer of GWL&A and President and Chief Executive Officer, U.S. Operations of Great-West, London Life and Canada Life.

Arshil Jamal
Toronto, Ontario, Canada

Mr. Jamal is President and Chief Operating Officer, Europe of Lifeco, Great-West, London Life and Canada Life.

Paul Mahon
Winnipeg, Manitoba, Canada

Mr. Mahon is President and Chief Operating Officer, Canada of Lifeco, Great-West, London Life and Canada Life.

Andrew D. Brands
Toronto, Ontario, Canada

Mr. Brands is Senior Vice-President, General Counsel, Canada and Europe of Lifeco and Senior Vice-President and General Counsel of Great-West, London Life and Canada Life.

Alexandre J. Guertin
Toronto, Ontario, Canada

Mr. Guertin is Senior Vice-President and Chief Risk Officer of Lifeco, Great-West, London Life and Canada Life.

Helen R. Kasdorf
Winnipeg, Manitoba, Canada

Ms. Kasdorf is Senior Vice-President and Chief Internal Auditor of Lifeco, Great-West, London Life and Canada Life.

William W. Lovatt
Winnipeg, Manitoba, Canada

Mr. Lovatt is Executive Vice-President and Chief Financial Officer of Lifeco, Great-West, London Life and Canada Life.

Name and Place of Residence	Position and Principal Occupation
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Garry MacNicholas Oakville, Ontario, Canada	Mr. MacNicholas is Senior Vice-President, Capital Management of Lifeco and Senior Vice-President and Chief Actuary of Great-West, London Life and Canada Life.
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All of the above named executive officers have held their present positions or other senior positions with Lifeco or its subsidiaries for the past five years.

Shareholdings of Directors and Executive Officers

As at December 31, 2011, the directors and executive officers of Lifeco, as a group, beneficially owned, directly or indirectly, or exercised control or direction over, 3,472,980 Common Shares representing approximately .37% of the outstanding Common Shares, and 20,288 First Preferred Shares, representing approximately .26% of the outstanding First Preferred Shares.

LEGAL AND REGULATORY PROCEEDINGS

Lifeco and its subsidiaries are from time to time subject to legal actions, including arbitrations and class actions, arising in the normal course of business. While it is inherently difficult to predict the outcome of any of these proceedings with certainty, and while it is possible that an adverse resolution could be material, based on information presently known it is not expected that any of the existing legal actions, either individually or in the aggregate, will be material. Lifeco and its subsidiaries are also subject to regulatory reviews in the normal course of business.

TRANSFER AGENT AND REGISTRAR

The registrar and transfer agent of Lifeco is Computershare Investor Services Inc. In Canada, the Common Shares and Series F Shares are transferable at the following locations:

Canadian Offices

Computershare Investor Services Inc.
9th Floor, 100 University Avenue, Toronto, Ontario, Canada M5J 2Y1
6th Floor, 530 8th Avenue S.W., Calgary, Alberta, Canada T2P 3S8
1500 University Street, Suite 700, Montréal, Québec, Canada H3A 3S8
2nd Floor, 510 Burrard Street, Vancouver, British Columbia, Canada V6C 3B9
Phone: 1-888-284-9137 (toll free in North America), 514-982-9557 (direct dial)

The Non-Cumulative First Preferred Shares, Series G, H, I, J, L, M and N are only transferable at the Toronto Offices of Computershare Investor Services Inc.

Internationally, the Common Shares and Series F Shares are also transferable at the following locations:

United States Office

Computershare Trust Company Inc., N.A.
350 Indiana Street, Suite 800
Golden, Colorado 80401
Phone: 1-888-284-9137 (toll free in North America)

United Kingdom Office

Computershare Investor Services PLC
P.O. Box 82, The Pavilions, Bridgwater Road
Bristol BS99 7NH, United Kingdom,
Phone: 0870 702 0003

Ireland Office

Computershare Investor Services (Ireland) Limited
P.O. Box 954, Heron House, Corrig Road, Sandyford Industrial Estate
Dublin 18, Ireland
Phone: 353 1 216 3100

Shareholders wishing to contact the transfer agent by email can do so at GWO@computershare.com.

INTERESTS OF EXPERTS

Deloitte & Touche LLP is the external auditor of Lifeco that prepared the Auditors' Report to Shareholders included with the consolidated annual financial statements of Lifeco for its most recently completed financial year. To the knowledge of Lifeco, Deloitte & Touche LLP is independent in accordance with the Rules of Professional Conduct of the Institute of Chartered Accountants of Manitoba.

AUDIT COMMITTEE INFORMATION

Audit Committee Charter

The Audit Committee Charter as approved by the Board of Directors is attached as Appendix A.

Composition of the Audit Committee

The Audit Committee of Lifeco is comprised of Raymond Royer (Chairman), George Bain, Michael L. Hepher, Chaviva M. Hošek and Jerry E.A. Nickerson. Each audit committee member is independent and financially literate within the meaning of Multilateral Instrument 52-110 (Audit Committees).

Relevant Education and Experience

In addition to their general business background and involvement with other companies, the members of the Lifeco Audit Committee have experience as audit committee members with the Lifeco group of companies. New members of the Audit Committee generally participate in a Directors Orientation program which includes a session entitled Financial Literacy. This session was developed and is usually presented by management and by Lifeco's external auditor, and includes information on Lifeco's structure and operating segments, significant accounting policies, materiality, the Auditor's Report and the role of the external auditor. All members of the Lifeco Audit Committee have experience in reviewing financial statements and in dealing with related accounting and auditing issues. The following sets out the relevant education and experience of each member of the Lifeco Audit Committee:

Raymond Royer – Mr. Royer, who is a Chartered Accountant, was President and Chief Executive Officer and a director of Domtar Inc., a pulp and paper company based in Montréal, from 1996 until December, 2008. He was previously President and Chief Operating Officer of Bombardier Inc. Mr. Royer is also a director of Power Financial Corporation. He was a director of Shell Canada Limited until 2007, and is a member of the Board of the McGill University Health Centre and of the International Advisory Board of École des Hautes Études Commerciales of Montréal. He is also a Director and Chairman of the Audit Committees of Great-West, London Life, Canada Life, GWL&A and Putnam.

George S. Bain – Professor Bain was most recently Principal of London Business School and then President and Vice-Chancellor of Queen's University of Belfast. He has been a mediator and arbitrator in numerous industrial disputes and has consulted for many organizations in both the private and public sectors. He has engaged extensively in public service, particularly by chairing government commissions and inquiries in the United Kingdom and Northern Ireland. He has served as a director of Bombardier Aerospace Shorts Brothers plc, The Economist Group, Electra Private Equity plc and Entertainment One. He is also a Director and a member of the Audit Committees of Great-West, London Life, Canada Life, Canada Life Capital Corporation Inc., Canada Life Limited and Canada Life Asset Management Limited.

Michael L. Hepher – Mr. Hepher is a Director of Canada Life Capital Corporation Inc., Canada Life Limited and Canada Life Asset Management Limited and is Chairman of their respective Audit Committees. He is also a Director and former Chairman of the Audit Committee of The Canada Life Group (UK) Ltd. Mr. Hepher served as a Director and member of the Audit Committee, Risk Committee and Remuneration Committee of Chartis Insurance UK Limited until December 31, 2011. He also previously served as a Director and Chairman of the Board of Cardpoint plc, Lane, Clark and Peacock LLP and TeleCity plc. He was a Director and served as the Chairman of the Audit Committee of Diageo plc (formerly Grand Metropolitan plc) and Catlin plc. Mr. Hepher also previously served as a Director of MCI Communications, Lloyds Bank plc, Industrial Estates Ltd and Kingfisher plc. He is also a Director and a member of the Audit Committees of Great-West, London Life and Canada Life. Mr. Hepher is a Fellow of the Canadian Institute of Actuaries.

Chaviva M. Hošek – Ms. Hošek is President and Chief Executive Officer of The Canadian Institute for Advanced Research, Toronto, a position that she has held since 2001. From 1993 to 2000 she was Senior Policy Advisor to the Prime Minister and Director of Policy and Research, Prime Minister's Office. She served as Senior Policy Advisor to the Leader of the Liberal Party of Canada from 1990 to 1993 and prior to that as MPP - Oakwood and Minister of Housing, Government of Ontario, and as a Member of the Policy and Priorities Board of the Cabinet of Ontario. She has also been a member of The Economic Council of Canada. Ms. Hošek is a Director and a member of the Audit Committees of Great-West, London Life and Canada Life. She is also a Director of Maple Leaf Foods Inc. and serves as a director and trustee for a number of non-profit organizations.

Jerry E. A. Nickerson – Mr. Nickerson is Chairman of the Board of H.B. Nickerson & Sons Limited, a management and holding company based in North Sydney, N.S. He has been a member of the Lifeco Audit Committee since 1986, and was Chairman from 1994 to 2009. He is also a member, and former Chairman, of the Audit Committees of Great-West, London Life, Canada Life, GWL&A and Putnam. Mr. Nickerson is also a Director of Power Corporation of Canada and Power Financial Corporation, and is a member of the Power Financial Corporation Audit Committee. He holds a Bachelor of Commerce degree from Dalhousie University.

Pre-Approval Policy

On February 1, 2005, the Lifeco Audit Committee adopted a Policy Regarding the Pre-Approval of Services provided by the External Auditor (the "Pre-Approval Policy") for the purpose of identifying, mitigating and/or eliminating potential threats to the independence of the external auditor. The Pre-Approval Policy is reviewed and approved by the Lifeco Audit Committee on an annual basis.

The Pre-Approval Policy prohibits Lifeco or any of its subsidiaries from engaging the external auditor to provide certain specified non-audit services. Pursuant to the Pre-Approval Policy, all non-audit services that are not specifically prohibited may be provided to Lifeco or to any of its subsidiaries by the external auditor if such services have been pre-approved by the Lifeco Audit Committee and the audit committees of each of Power Financial Corporation and Power Corporation of Canada.

External Auditor Service Fees

	Year Ended December 31, 2011	Year Ended December 31, 2010
Audit Fees ¹	19,229,735	16,531,785
Audit-Related Fees ²	2,955,992	2,922,407
Tax Fees ³	444,124	665,267
All Other Fees ⁴	590,469	429,968
Total	23,220,320	20,549,427

1. **Audit Fees:** These audit fees are for the audits of the financial statements of Lifeco and its subsidiaries and other services normally provided by the external auditor in connection with statutory and regulatory filings. These fees also include amounts for the audits of the financial statements of the segregated funds of Lifeco's insurance subsidiaries, for the audits of the financial statements of registered or unregistered funds and other investment products managed by subsidiaries of Lifeco, for the audits of the financial statements of partnerships to which Lifeco, its subsidiaries or the segregated funds of Lifeco's insurance subsidiaries are a party, and with respect to the transition to International Financial Reporting Standards for Lifeco and its subsidiaries.
2. **Audit-Related Fees:** These audit-related fees are for the reviews of securities filings and other services related to financings of Lifeco and/or its subsidiaries, including information barrier audits or reviews. These fees also include amounts for the reviews of interim financial statements of Lifeco and/or its subsidiaries, for the audits of pension plans of subsidiaries of Lifeco, and for audits/specified procedures mainly related to regulatory filings, internal controls and benefit plans, and managed properties.
3. **Tax Fees:** These tax fees primarily relate to tax compliance and planning, provision of formal tax opinions, and assistance in resolutions of tax disputes for Lifeco and/or its subsidiaries in connection with income taxes, property taxes and commodity taxes.

4. All Other Fees: These other fees relate to specific engagements including translation services and consulting on accounting issues, staff training and information security processes and controls, and the independent peer review of the appointed actuary.

ADDITIONAL INFORMATION

Additional information relating to Lifeco is available for review at www.sedar.com.

Additional information in respect of Lifeco, including directors' and officers' remuneration and indebtedness, principal holders of its securities and securities authorized for issuance under the Lifeco Stock Option Plan is contained in Lifeco's Management Proxy Circular for its most recent annual meeting of shareholders that involved the election of directors. Additional financial information is provided in Lifeco's consolidated financial statements and MD&A for its most recently completed financial year.

APPENDIX A
GREAT-WEST LIFECO INC.
AUDIT COMMITTEE CHARTER

1.0 COMPOSITION

The Audit Committee (the "**Committee**") of the Board of Directors (the "**Board**") shall be composed of not less than three directors of the Corporation, all of whom shall be independent and financially literate within the meaning of Canadian Securities Administrators National Instrument 52-110.

2.0 PROCEDURAL MATTERS

In connection with the discharge of its duties and responsibilities, the Committee shall observe the following procedures:

- (1) **Meetings.** The Committee shall meet at least four times every year, and more often if necessary, to discharge its duties and responsibilities hereunder.
- (2) **Advisors.** The Committee shall have the authority to engage independent counsel and other advisors as it determines necessary to carry out its duties and to set and pay, at the Corporation's expense, the compensation of such advisors.
- (3) **Quorum.** A quorum at any meeting of the Committee shall be two Committee members.
- (4) **Secretary.** The Chairman of the Committee, or any person appointed by the Chairman of the Committee, shall act as secretary of meetings of the Committee.
- (5) **Calling of Meetings.** A meeting of the Committee may be called by the Chairman of the Committee, by the Chairman of the Board of Directors (the "**Board**"), by a Co-President and Chief Executive Officer, by the external auditor of the Corporation, or by any member of the Committee. When a meeting of the Committee is called by anyone other than the Chairman of the Board, the Chairman of the Committee shall so inform the Chairman of the Board.

3.0 DUTIES AND RESPONSIBILITIES

3.1 Disclosure Documents. The Committee shall:

- (1) review the Corporation's:
 - (a) interim and annual financial statements;
 - (b) interim and annual management's discussions and analyses;
 - (c) interim and annual earnings press releases;
 - (d) other documents containing audited or unaudited financial information, at its discretion; and
 - (e) other documents as may be required pursuant to the Disclosure Policy;

and report thereon to the Board before such documents are approved by the Board and disclosed to the public;

- (2) be satisfied that adequate procedures are in place for the review of the Corporation's public disclosure of financial information extracted or derived from the Corporation's financial statements, other than the public disclosure provided by the financial statements, management's discussions and analyses and earnings press releases, and shall periodically assess the adequacy of those procedures;
- (3) review, at its discretion, any financial information contained in any reports filed by the Corporation with regulatory authorities in connection with the financial condition of the Corporation; and
- (4) review such investments and transactions that could adversely affect the well-being of the Corporation as the external auditor of the Corporation or any officer of the Corporation may bring to the attention of the Committee.

3.2 External Audit. The Committee shall:

- (1) recommend to the Board the external auditor to be appointed for purposes of preparing or issuing an auditor's report or performing other audit, review or attest services;
- (2) review and approve the terms of the external auditor's engagement, review the appropriateness and reasonableness of proposed audit fees, and any issues relating to the payment of audit fees, and make a recommendation to the Board with respect to the compensation of the external auditor;
- (3) review the independence of the external auditor, including an annual report prepared by the external auditor regarding its independence;
- (4) review the external auditor's engagement to ensure that the external auditor is duly appointed as external auditor of each of the Corporation's subsidiary entities, unless in the opinion of the Corporation, after consulting the external auditor, the total assets of the subsidiary entity are not a material part of the total assets of the Corporation, or unless, in the case of a subsidiary entity that carries on its operations in a country other than Canada, the laws of the country do not permit such appointment;
- (5) review the recommendation of the external auditor for the person designated to conduct the audit;
- (6) meet with the external auditor and with management to review the audit plan, audit findings, any restrictions on the scope of the external auditor's work, and any serious difficulties that the external auditor encounters during the audit;
- (7) review with the external auditor and management any changes in Generally Accepted Accounting Principles; the quality and the acceptability of major accounting policies and assumptions; alternative treatments of financial information within Generally Accepted Accounting Principles that have been discussed with management, the ramifications of the use of alternative treatments, and the treatment preferred by the external auditor; the presentation and impact of significant risks and uncertainties that could adversely affect the wellbeing of the Corporation; and key estimates and judgments of management; in each case that may be material to the Corporation's financial reporting;
- (8) have the authority to communicate directly with the external auditor;
- (9) receive reports directly from the external auditor;

- (10) directly oversee the work of the external auditor that is related to the preparation or issue of an auditor's report or other audit, review or attest services for the Corporation, including the resolution of disagreements between management and the external auditor regarding financial reporting;
- (11) meet with the external auditor to discuss the annual financial statements (including the report of the external auditor thereon) and the interim financial statements (including the review engagement report of the external auditor thereon);
- (12) review the effect of off-balance sheet transactions, arrangements, obligations (including contingent liabilities) and other relationships with unconsolidated entities or other persons that may have a material current or future effect on the Corporation's financial condition;
- (13) meet with the external auditor to discuss the investments and transactions referred to in subsection 3.1(4) hereof;
- (14) review any management letter containing the recommendations of the external auditor, and the response and follow up by management in relation to any such recommendations;
- (15) review any evaluation of the Corporation's internal control over financial reporting conducted by the external auditor, together with management's response;
- (16) pre-approve (or delegate such pre-approval to one or more of its independent members) in accordance with the pre-approval policy of the Corporation, all engagements for non-audit services to be provided to the Corporation or its subsidiary entities by the external auditor, together with all non-audit services fees, and consider the impact of such engagements and fees on the independence of the external auditor;
- (17) review and approve the Corporation's hiring policy regarding partners, employees and former partners and employees of the present and former external auditor; and
- (18) review all issues and statements related to a change of the external auditor and the steps planned by management for an orderly transition.

3.3 Internal Audit. The Committee shall:

- (1) have the authority to communicate directly with the chief internal auditors;
- (2) review periodically the internal audit mandates of the Corporation;
- (3) review annually the internal audit plan;
- (4) require management to implement and maintain appropriate internal control procedures and review, evaluate and approve those procedures;
- (5) meet with the chief internal auditors and with management to discuss the effectiveness of the internal control procedures established for the Corporation; and
- (6) review a summary of the chief internal auditors' reports and management's responses and subsequent follow-up to any material risks identified in such reports.

3.4 **Compliance.** The Committee shall:

- (1) review reports of the chief compliance officers and chief privacy officers;
- (2) meet with the chief compliance officers and chief privacy officers to discuss the effectiveness of existing policies and procedures for compliance with applicable laws and regulations;
- (3) monitor compliance with the Code of Conduct; and
- (4) review periodically the mandate of the chief compliance officers and chief privacy officers of the Corporation.

3.5 **Accounting Complaints Handling Procedures.** The Committee shall establish procedures for:

- (1) the receipt, retention and treatment of complaints received by the Corporation regarding accounting, internal accounting controls, or auditing matters; and
- (2) the confidential, anonymous submission by employees of the Corporation of concerns regarding questionable accounting or auditing matters.

3.6 **In-Camera Sessions.** The Committee shall periodically meet in-camera alone, and meet separately with each of the external auditor, chief internal auditors and management, as the Committee deems appropriate.

3.7 **Subsidiaries.**

- (1) With respect to any Material Subsidiary in the corporate ownership chain between the Corporation and any Direct Subsidiary, the Committee shall review the financial statements of that Material Subsidiary.
- (2) With respect to any Direct Subsidiary:
 - (a) the Committee shall rely on the review and approval of the financial statements of the Direct Subsidiary by the audit committee and the board of directors of the Direct Subsidiary, and on reports or opinions of the external auditor on those financial statements;
 - (b) the Committee shall receive a copy of the charter of the Direct Subsidiary's audit committee, together with a memorandum summarizing its meeting processes and structure ("Process Memorandum"); and
 - (c) at each meeting of the Committee, the secretary of the Committee shall table a report from the secretary of the Direct Subsidiary's audit committee confirming that the processes mandated by its charter and Process Memorandum have been followed.
- (3) For these purposes:
 - (a) "**Material Subsidiary**" means a subsidiary whose net income represents 10% or more of the net income of the Corporation; and
 - (b) "**Direct Subsidiary**" means the first Material Subsidiary below the Corporation in a corporate ownership chain that has an audit committee which is comprised of a majority of independent directors.

4.0 AUDITOR'S ATTENDANCE AT MEETINGS

The external auditor shall be entitled to receive notice of every meeting of the Committee and, at the expense of the Corporation, to attend and be heard at any meeting of the Committee. If so requested by a member of the Committee, the external auditor shall attend every meeting of the Committee held during the term of office of the external auditor.

5.0 ACCESS TO INFORMATION

The Committee shall have access to any information, documents and records that are necessary in the performance of its duties and the discharge of its responsibilities under this Charter.

6.0 REVIEW OF CHARTER

The Committee shall periodically review this Charter and recommend any changes to the Board as it may deem appropriate.

7.0 REPORTING

The Chairman of the Committee shall report to the Board, at such times and in such manner, as the Board may from time to time require on matters subject to the Committee's review and consideration and shall promptly inform the Chairman of the Board of any significant issues raised by the members of the Committee, the internal auditor, the external auditor or the regulators and shall provide the Chairman of the Board with copies of any written reports or letters provided by the external auditor and the regulators to the Committee.