

## Investment details

at Dec. 31, 2017

**Portfolio size:** \$1,143.6 million

**Proportion of total assets of the Canada Life™ participating account:** 19.5 per cent

## Investment guidelines

Commercial mortgages are managed by a specialized mortgage area located in Winnipeg, with six regional offices located in major centres across Canada. The guidelines are to acquire high-quality mortgages that meet our underwriting standards and diversification criteria. The diversification criteria cover sector, geography and issuer.

Residential mortgages are managed by the specialized mortgage area located in Winnipeg. Many mortgages originate as a result of referrals by the insurance sales force. A smaller portion of the residential mortgages is purchased wholesale from third parties.

## Investment mix

at Dec. 31, 2017

	\$ Millions	Percentage
<b>Residential mortgages</b>		
Insured	\$81.7	7.1%
Uninsured	\$179.3	15.7%
<b>Total residential</b>	<b>\$261.0</b>	<b>22.8%</b>
<b>Commercial mortgages</b>		
Insured	\$237.2	20.7%
Uninsured	\$645.4	56.4%
<b>Total commercial</b>	<b>\$882.6</b>	<b>77.2%</b>
<b>Total mortgage assets</b>	<b>\$1,143.6</b>	<b>100.0%</b>

## Investments by term

at Dec. 31, 2017

Years to maturity	Residential		Commercial	
	\$ Millions	Percentage	\$ Millions	Percentage
0 to 5 years	\$260.2	99.7%	\$445.2	50.4%
More than 5 years	\$0.8	0.3%	\$437.4	49.6%
<b>Total</b>	<b>\$261.0</b>	<b>100.0%</b>	<b>\$882.6</b>	<b>100.0%</b>

## Investments by location

at Dec. 31, 2017

Location	Percentage
Ontario	40.5%
Quebec	17.9%
British Columbia	16.5%
Alberta	10.3%
Saskatchewan	4.0%
All other locations	10.8%

## Investments by sector

at Dec. 31, 2017

Sector	Percentage
Single family	22.8%
Multi-family residential	21.7%
Retail & shopping centre	19.5%
Office buildings	13.4%
Industrial buildings	12.5%
All other sectors	10.1%

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

## Historical average returns at Dec. 31, 2017

	1-year (2017)	2-year (2016–2017)	3-year (2015–2017)	4-year (2014–2017)	5-year (2013–2017)	10-year (2008–2017)
Mortgages	3.3%	3.5%	3.7%	3.9%	4.0%	4.7%
Five year GICs	1.4%	1.4%	1.4%	1.6%	1.6%	1.8%
Government of Canada five- to 10-year bonds	1.6%	1.3%	1.3%	1.4%	1.5%	2.1%

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

The return on the mortgages of the participating account reflects the return on the mortgage assets backing liabilities and surplus, after investment expenses are deducted. The return on the mortgages of the participating account is in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), effective Jan. 1, 2011.

The return on the mortgages contributes to the overall investment performance of the total participating account.

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

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