

FOR ADVISOR  
USE ONLY

# HELIOS2<sup>®</sup> CONTRACT

Guaranteed  
investment funds →

ADVISOR GUIDE

 **Desjardins**  
Insurance  
Life • Health • Retirement

Desjardins Insurance refers to Desjardins Financial Security Life Assurance Company.

## THREE GUARANTEES TO CHOOSE FROM<sup>1</sup>

|                         | <b>HELIOS2 – 75/75</b><br>PROTECT YOUR CLIENTS' INVESTMENTS | <b>HELIOS2 – 75/100 i</b><br>PROTECT YOUR CLIENTS' ESTATES                        | <b>HELIOS2 – 100/100 i</b><br>OFFER YOUR CLIENTS COMPREHENSIVE COVERAGE  |
|-------------------------|---|---|--|
| <b>MAIN BENEFITS</b>    | Growth potential and distinctive protections                | Inflation-adjusted death benefit<br><b>* THE ONLY ONE OF ITS KIND IN CANADA!*</b> | 100% of deposits protection at death, regardless of age at time of deposit <sup>3</sup>  |
| <b>TARGET CLIENTELE</b> | Self-employed workers, business owners, professionals       | Clients who want their estate to be passed on quickly and easily                  | Deposits 100% protected after 15 years<br>→ Cautious investors<br>→ Have a 15-year investment horizon<br>→ Want to leave something |

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1 The owner must select one of the three guarantees available under this contract. The owner may change their guarantee, once per calendar year, by submitting written notification, unless such a change would reduce the new guaranteed amount to less than 75% of the sum of deposits adjusted for withdrawals. The contract must satisfy all deposit requirements of the selected guarantee. Please refer to the Contract and Information Folder for more details.

2 Source: Desjardins internal analysis, November 2022.

3 Deposits are accepted up to age 85 for fee options A and F and up to age 80 for fee options D and E.

# → WHY CHOOSE A GUARANTEED INVESTMENT FUND?

**FOR THEIR DISTINCTIVE  
FEATURES, LIKE THE ABILITY  
TO DESIGNATE A BENEFICIARY:**

- Estate bypass
- Decision-making control
- Creditor protection
- Estate planning





## 1. ESTATE BYPASS

Because of the nature of the contract they're sold under, guaranteed investment funds can spare your clients' loved ones from complicated paperwork and cash flow problems in the event of their death.

The **death benefit is automatically paid out to the beneficiary designated in the contract within five business days**,<sup>4</sup> thereby avoiding estate settlement costs and delays. That way, your client's loved ones won't have to jump through hoops to access the funds they need for their immediate needs.

## 2. DECISION-MAKING CONTROL

Because the **death benefit isn't part of the estate**, it's paid out confidentially to the beneficiary designated in the contract.<sup>5</sup> If confidentiality is a priority for your clients, or if they want to make a private donation, a guaranteed investment fund contract can be a valuable estate-planning tool.

### DID YOU KNOW?

→  $\frac{2}{3}$  of high-net-worth investors are concerned about their children's ability to manage their estate.<sup>7</sup>

### GRADUAL WEALTH TRANSFER

With **the annuity settlement option**, your clients can set the conditions for how their beneficiaries will receive their share of the death benefit.<sup>6</sup>

**This option is right for your client if:**

- They want to transfer their assets gradually
- They're concerned about a beneficiary's ability to manage a potentially sizeable lump-sum payment
- They want to provide lifetime care for a dependent beneficiary

4 Some conditions apply, including receipt of required documents (e.g., death certificate). The beneficiary must be named in the contract.

5 Except for a TFSA contract, tax slips must be sent to the estate's trustee to declare the contract's fair market value at the moment of the annuitant's death.

6 For the death benefit to be paid out as an annuity, the contract owner must complete form *17-0136 800E, Beneficiary Designation – Annuity Settlement Option (Endorsement)*, either when they complete their Contract Application or any time thereafter.

7 Survey, The Motley Fool, September 2021.

### 3. CREDITOR PROTECTION<sup>8</sup>

If your client is self-employed, a business executive, a board member or a professional such as a doctor, lawyer or notary, their work puts them at high risk of liability. One of the advantages of the Helios2 contract is that it can be made **exempt from seizure**.

As an annuity contract issued by an insurance company, the Helios2 contract is able to provide some protection from creditors.

#### IT ALL COMES DOWN TO THE BENEFICIARY DESIGNATION

The person your client chooses as their beneficiary is the key to ensuring their guaranteed investment fund contract is exempt from seizure. Only the following types of beneficiaries are guaranteed some protection from creditors:

| CLASS OF BENEFICIARY DESIGNATED IN AN ANNUITY CONTRACT ESTABLISHED BY AN INSURER   | DURING THE OWNER'S LIFETIME |
|--|-----------------------------|
| Preferred revocable beneficiary<br>→ Married spouse*<br>→ Ascendants:* parents (or grandparents in Quebec)<br>→ Descendants:* children and grandchildren | Exempt from seizure         |
| Any irrevocable beneficiary  | Exempt from seizure         |

\* In Quebec, the relationship must be between the person(s) named in the table and the contract owner. In the rest of Canada, the relationship must be between the person(s) named in the table and the annuitant of the contract.

#### EXAMPLE

An unmarried man with no children who designates his brother as his revocable beneficiary could have his guaranteed investment fund contract seized by creditors. To protect his contract, he should instead name one of his parents as a revocable beneficiary, or his brother (or any other person) as an irrevocable beneficiary.<sup>9</sup>

#### DID YOU KNOW?

→ More than 100,000 insolvencies were filed in Canada in 2022?<sup>10</sup>

No one is immune to financial misfortune. Why would your clients risk what they've worked so hard for when guarantees to protect their investment are readily available?

<sup>8</sup> The information in this guide is provided for illustrative purposes only and does not constitute a legal opinion. Exemption from seizure rules can be complex and may vary between provinces. Interested parties should consult a legal expert (lawyer or notary) for an assessment of their specific situation.

<sup>9</sup> The consent of the irrevocable beneficiary is required to make any changes or carry out any transactions under the Helios2 contract.

<sup>10</sup> Office of the Superintendent of Bankruptcy Canada, Insolvency Statistics in Canada – December 2022.



## 4. ESTATE PLANNING

The Helios2 contract is a great way to balance out an estate plan.

### 1. A TEMPORARY SOLUTION WHILE FINALIZING A WILL

Did you know that half of Canadians don't have a will?<sup>11</sup> When someone dies without a will, the law decides how their assets are distributed. But by designating a beneficiary on their contract, your clients can make sure their wishes are respected if they die before their will is finalized.

### 2. A SMART SOLUTION TO SUPPLEMENT A WILL

Did you know that it generally takes **over a year** to settle an estate?

One of the first steps in the estate settlement process is probating the will (the legal process required to recognize its validity). Once this is done, the executor of the will can administer and liquidate the estate. This process is mostly the same across all of Canada, except in Quebec, where a will doesn't need to be probated if it's been notarized. Plus, there are fees involved in the probate process. In many provinces, probate fees are based on the value of the estate.

#### EXAMPLES OF PROBATE FEES ON A \$100,000 ESTATE

|                             |         |
|-----------------------------|---------|
| Alberta                     | \$275   |
| British Columbia            | \$1,050 |
| Manitoba                    | \$700   |
| New Brunswick               | \$500   |
| Quebec (non-notarized will) | \$217   |
| Nunavut                     | \$200   |
| Yukon                       | \$140   |
| Newfoundland and Labrador   | \$654   |
| Nova Scotia                 | \$1,003 |
| Ontario                     | \$750   |
| Saskatchewan                | \$700   |
| Prince Edward Island        | \$400   |
| Northwest Territories       | \$215   |

Source: Taxtips.ca, September 2022.

With the Helios2 contract, your clients will avoid the legal, accounting and other administrative costs involved in liquidating a portion of their estate, which can be as much as 10% of the value of the investment.

11 CIBC (2013).



The **death benefit is paid to the beneficiary of the contract within five business days**,<sup>12</sup> which means your client's loved ones will have quick access to the funds they need to cover any immediate expenses (funeral arrangements, final income taxes, debt repayments, etc.) without having to wait for the estate to be settled.

|                                | FEES                                     | TIME LENGTH                            |
|--------------------------------|--|--|
| Settling an estate             | Up to 10% of the value of the investment | Up to a year                           |
| Helios2 contract <sup>13</sup> | <b>None!</b>                             | <b>Five business days<sup>12</sup></b> |

#### CALCULATE WHAT YOUR CLIENTS WILL SAVE ON FEES

Use the **estate impact calculator** to quickly create a personalized fee comparison for your client. You can use it for Desjardins Insurance investment products as well as other types of investments.

**Find it at [webi.ca/estate](http://webi.ca/estate)**

## CONFIDENTIALITY

In addition to the fees, another aspect of the probate process is that the will is made public. The process involves the executor going to court to have their appointment confirmed and to get approval that the will is the valid last will. After that, the executor can legally manage the deceased's estate.

The will and everything in it becomes a matter of public record. For an administrative fee, anyone can access the will and find out what was left behind and to whom.

However, a **Helios2 contract isn't part of the estate**. Your client's contract details will remain confidential.

### DID YOU KNOW?

→ \$1,258 billion will be passed down to the next generation over the next decade.<sup>14</sup>

<sup>12</sup> Some conditions apply, including receipt of required documents (e.g., death certificate). The beneficiary must be named in the contract.

<sup>13</sup> The beneficiary must be named in the contract.

<sup>14</sup> Investor Economics, *Household Balance Sheet*, 2021.

# → HELIOS2 – 75/75

PROTECT YOUR  
CLIENTS' INVESTMENTS

## TARGET CLIENTELE

Clients with a long-term investment horizon who are primarily interested in the unique protections offered by the Helios2 contract, like **self-employed workers, business owners and professionals.**







Why invest in mutual funds when guaranteed investment funds offer the same growth potential, but with a safety net?

## WHAT DOES THIS GUARANTEE OFFER TO YOUR CLIENTS?

| 75%  | 75%  |
|--|--|
| <p><b>AT CONTRACT MATURITY</b></p> <p>The contract matures when the annuitant reaches age 105.</p> <p>At that time, the maturity benefit<sup>15</sup> is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ 75% of deposits, less adjustments for withdrawals</li> </ul> | <p><b>ON THE ANNUITANT'S DEATH</b></p> <p>The annuitant is the person on whose life the contract is based. When the annuitant dies, the death benefit is paid to the beneficiary named by the contract owner.</p> <p>On the annuitant's death, the death benefit is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ 75% of deposits, less adjustments for withdrawals</li> </ul> <p>When the death benefit is paid out, the contract is terminated.</p> |

## ELIGIBILITY

| FEE OPTION                                | ANNUITANT AGE      |
|---|--------------------|
| A (No Load) and F (Advisory Service Fee)* | Age 90 (inclusive) |
| D and E (No Load – Advisor Chargeback)    | Age 80 (inclusive) |

\* This fee option is only available for contracts held externally in an intermediary or nominee account.

See section 6 for the full terms and conditions of the Helios2 contract.

<sup>15</sup> The guaranteed minimum maturity benefit is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about the surrender of units.

# → HELIOS2 – 75/100 i

PROTECT YOUR  
CLIENTS' ESTATES



## TARGET CLIENTELE

Clients whose priority is estate preservation and who want to make sure their loved ones receive their inheritance quickly and easily.



When your clients have worked hard all their lives to build up an estate, don't you want to offer them a way to protect it against inflation so they can leave the bulk of it to their loved ones?

## WHAT DOES THIS GUARANTEE OFFER TO YOUR CLIENTS?

| 75%  | 100%   | i  |
|--|--|--|
| <p><b>AT CONTRACT MATURITY</b></p> <p>The contract matures when the annuitant reaches age 105.</p> <p>At that time, the maturity benefit<sup>16</sup> is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ 75% of deposits, less adjustments for withdrawals</li> </ul> | <p><b>ON THE ANNUITANT'S DEATH</b></p> <p>The annuitant is the person on whose life the contract is based. When the annuitant dies, the death benefit is paid to the beneficiary named by the contract owner.</p> <p>On the annuitant's death, the death benefit<sup>17</sup> is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ The guaranteed minimum death benefit, which is equal to 100% of the value of each deposit <b>(regardless of the age at time of deposit)</b></li> </ul> <p>Up to the annuitant's 75<sup>th</sup> birthday, the guaranteed minimum death benefit is reset every year on the contract anniversary date based on the greater of:</p> <ul style="list-style-type: none"> <li>→ The current guaranteed minimum death benefit</li> <li>→ The market value of the contract</li> <li>→ The inflation-adjusted value</li> </ul> <p>When the death benefit is paid out, the contract is terminated.</p> | <p><b>INFLATION-ADJUSTED VALUE<sup>18</sup></b></p> <p><b>* THE ONLY ONE OF ITS KIND IN CANADA!<sup>19</sup></b></p> <p><a href="#">See why on page 12</a></p> <ul style="list-style-type: none"> <li>→ Initially equal to 100% of the value of the deposits paid into the contract</li> <li>→ Reset annually on the contract anniversary date based on the consumer price index (CPI)<sup>20</sup></li> </ul> <p>Annual resets end when the annuitant turns 75.</p> |

## ELIGIBILITY

| FEE OPTION                                | ANNUITANT AGE      |
|---|--------------------|
| A (No Load) and F (Advisory Service Fee)* | Age 85 (inclusive) |
| D and E (No Load – Advisor Chargeback)    | Age 80 (inclusive) |

\*This fee option is only available for contracts held externally in an intermediary or nominee account.

See [section 6](#) for the full terms and conditions of the Helios2 contract.

16 The guaranteed minimum maturity benefit is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

17 The guaranteed minimum death benefit is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

18 The inflation-adjusted value is reduced in proportion to any units that have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

19 Source: Desjardins internal analysis, November 2022.

20 The inflation-adjusted value is calculated based on the CPI increase established by Statistics Canada for the one-year period ending the previous November 30, up to a maximum of 5%.



## INFLATION MATTERS.

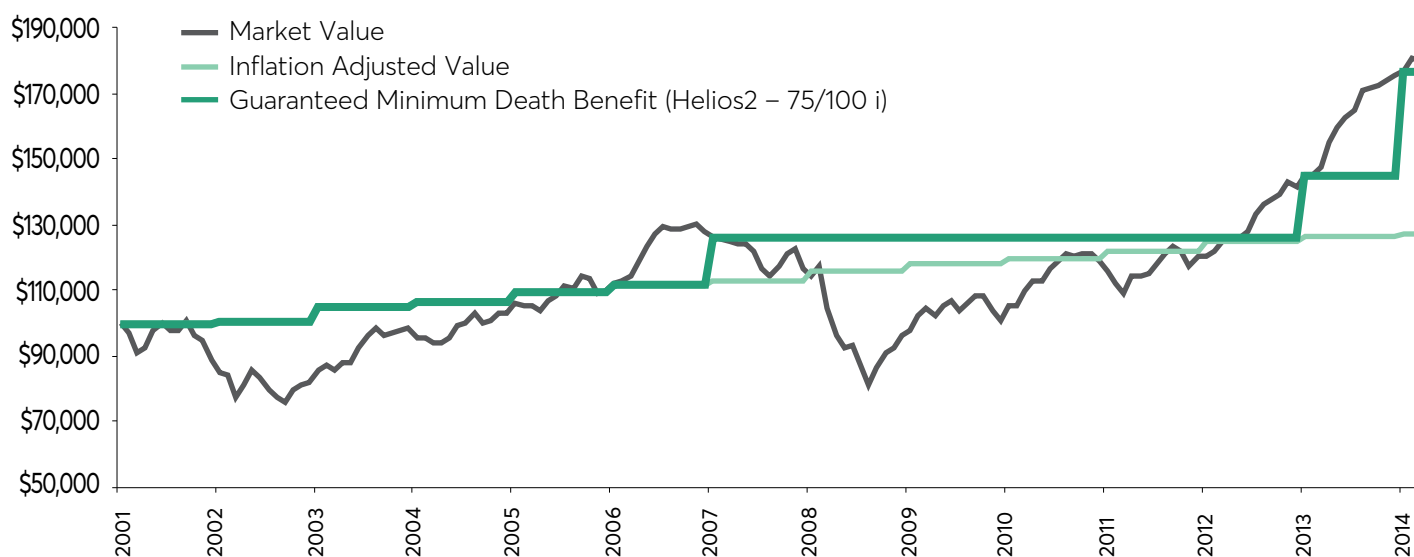
Every year, cost of living increases reduce the value of your clients' investments. It's important to make your clients realize that simply saving isn't enough—their savings need to retain its value if they want to leave behind as much as possible.

**Inflation-adjusted value is offered with Helios2 – 75/100 i and Helios2 – 100/100 i.**

## ESTATE PROTECTION

### 1. WHEN THE MARKET IS DOWN: INFLATION PROTECTION

The inflation-adjusted value is calculated once a year on the contract anniversary date. If this value is greater than the market value or the guaranteed minimum death benefit set on the previous contract anniversary date, it becomes the new guaranteed minimum death benefit.



All amounts attributed to a DFS GIF are invested at the risk of the contract owner and may increase or decrease in value. This simulation is for information purposes only and is neither an indication nor a guarantee of future results. Portfolio mix: 10% FTSE Canada Universe Bond, 20% S&P/TSX, 20% S&P500, 50% MSCI World. Resets of the minimum death benefit amount only until annuitant reaches age 75. Please refer to the Contract and Information Folder for more information on Helios2 – 75/100 i.<sup>21</sup>

With the inflation-adjusted guaranteed minimum death benefit<sup>22</sup>—**the only one of its kind in Canada**—your clients can make sure that what their beneficiaries receive has been adjusted for cost-of-living increases between when deposits were made into the contract and when the benefit is paid out.

→ Despite market downturns, the death benefit increases with inflation.

<sup>21</sup> Source: Simulation prepared by Desjardins for Desjardins.

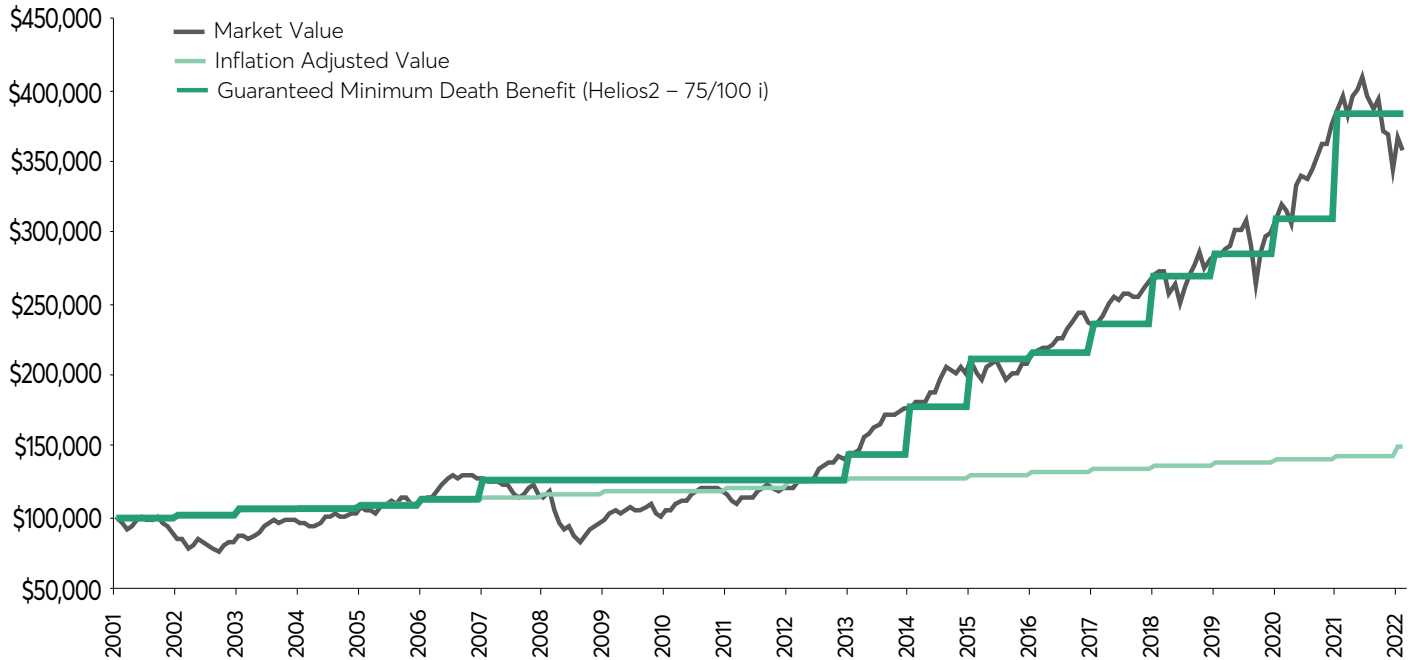
<sup>22</sup> The annual automatic reset of the guaranteed minimum death benefit ends when the annuitant reaches age 75.

## DID YOU KNOW?

→ \$100,000 in savings today will only be worth \$53,939 in 25 years.<sup>23</sup>

## 2. WHEN THE MARKET IS UP: ACCESS TO HIGHER RETURNS

The guaranteed minimum death benefit increases and the beneficiary is protected as the market rises.



All amounts attributed to a DFS GIF are invested at the risk of the contract owner and may increase or decrease in value. This simulation is for information purposes only and is neither an indication nor a guarantee of future results. Portfolio mix: 10% FTSE Canada Universe Bond, 20% S&P/TSX, 20% S&P500, 50% MSCI World. Resets of the minimum death benefit amount only until annuitant reaches age 75. Please refer to the Contract and Information Folder for more information on Helios2 – 75/100 i.<sup>24</sup>

### EXAMPLE OF HOW THE GUARANTEED MINIMUM DEATH BENEFIT WORKS

- During the first four years of the contract, the inflation-adjusted value is the higher value, which means it's the guaranteed minimum death benefit.
- In year five, this value increases as the market starts to perform better.
- The market bottoms out in year seven, but the guaranteed minimum death benefit set on the previous contract anniversary date remains in effect.
- In the following years, the guaranteed minimum death benefit increased, thanks to the market value.

→ The guaranteed minimum death benefit never goes down!

<sup>23</sup> Given a 2.5% annual inflation rate.

<sup>24</sup> Source: Simulation prepared by Desjardins for Desjardins.

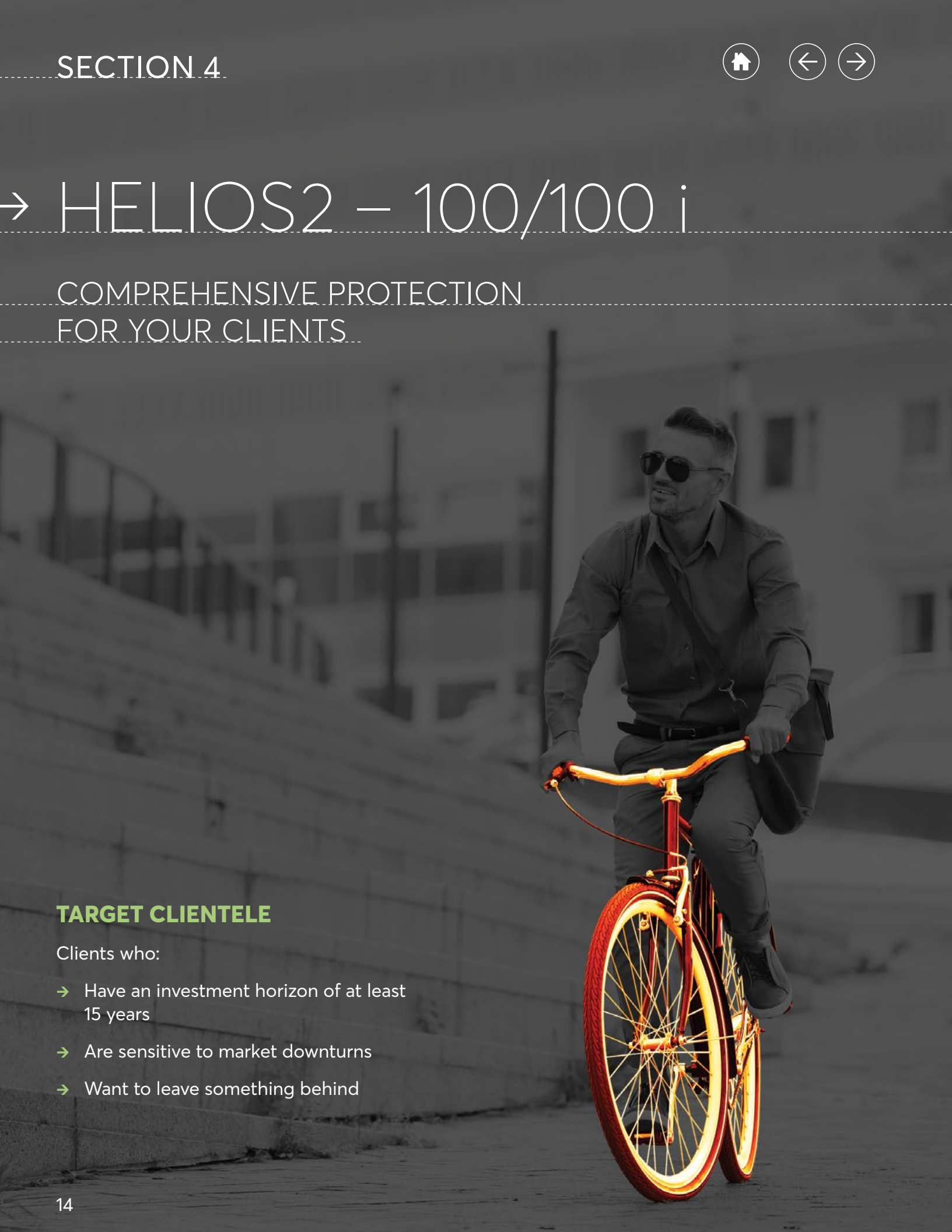
# → HELIOS2 – 100/100 i

COMPREHENSIVE PROTECTION  
FOR YOUR CLIENTS

## TARGET CLIENTELE

Clients who:

- Have an investment horizon of at least 15 years
- Are sensitive to market downturns
- Want to leave something behind





Help them plan for the future they want without having to compromise.

## WHAT DOES THIS GUARANTEE OFFER TO YOUR CLIENTS?

| 100%   | 100%   | i  |
|--|--|--|
| <p><b>AT CONTRACT MATURITY</b></p> <p>The contract matures 15 years after the initial deposit date. After a reset, the contract maturity date will be 15 years after the last reset.<sup>25</sup></p> <p>The maturity benefit<sup>26</sup> is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ The guaranteed minimum maturity benefit equal to 100% of deposits,<sup>27</sup> less adjustments for withdrawals</li> </ul> | <p><b>ON THE ANNUITANT'S DEATH</b></p> <p>The annuitant is the person on whose life the contract is based. When the annuitant dies, the death benefit is paid to the beneficiary designated by the contract owner.</p> <p>When the annuitant dies, the death benefit<sup>28</sup> is the greater of:</p> <ul style="list-style-type: none"> <li>→ The market value of the contract</li> <li>→ The guaranteed minimum death benefit, which is equal to 100% of the value of each deposit</li> </ul> <p>Up to the annuitant's 75<sup>th</sup> birthday, the guaranteed minimum death benefit is reset every year on the contract anniversary date based on the greater of:</p> <ul style="list-style-type: none"> <li>→ The current guaranteed minimum death benefit</li> <li>→ The Market Value of the contract</li> <li>→ The inflation-adjusted value</li> </ul> <p>When the death benefit is paid out, the contract is terminated.</p> | <p><b>INFLATION-ADJUSTED VALUE<sup>29</sup></b></p> <p><b>* THE ONLY ONE OF ITS KIND IN CANADA!<sup>30</sup></b></p> <ul style="list-style-type: none"> <li>→ Initially equal to 100% of the value of the deposits paid into the contract</li> <li>→ Reset annually on the contract anniversary date based on the consumer price index (CPI)<sup>31</sup></li> </ul> <p>Annual resets end when the annuitant turns 75.</p> |

The contract owner can request a reset of the guaranteed minimum maturity benefit at any time, but no more than twice per calendar year. When the guaranteed minimum maturity benefit is reset, the maturity date is pushed back to 15 years after the reset date.

## ELIGIBILITY

Up to age 80 inclusive (annuitant age). See [section 6](#) for the full terms and conditions of the Helios2 contract.

<sup>25</sup> The contract ends when the annuitant reaches age 105.

<sup>26</sup> The guaranteed minimum maturity benefit is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

<sup>27</sup> 100% of deposits made in the contract's first year and 75% of deposits made in subsequent years.

<sup>28</sup> The guaranteed minimum death benefit is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

<sup>29</sup> The inflation-adjusted value is reduced in proportion to any units that may have been surrendered. Refer to the Contract and Information Folder for more information about surrendering units.

<sup>30</sup> Source: Desjardins internal analysis, November 2022.

<sup>31</sup> The inflation-adjusted value is calculated based on the CPI increase established by Statistics Canada for the one-year period ending the previous November 30, up to a maximum of 5%.



## WHY CHOOSE THIS GUARANTEE?

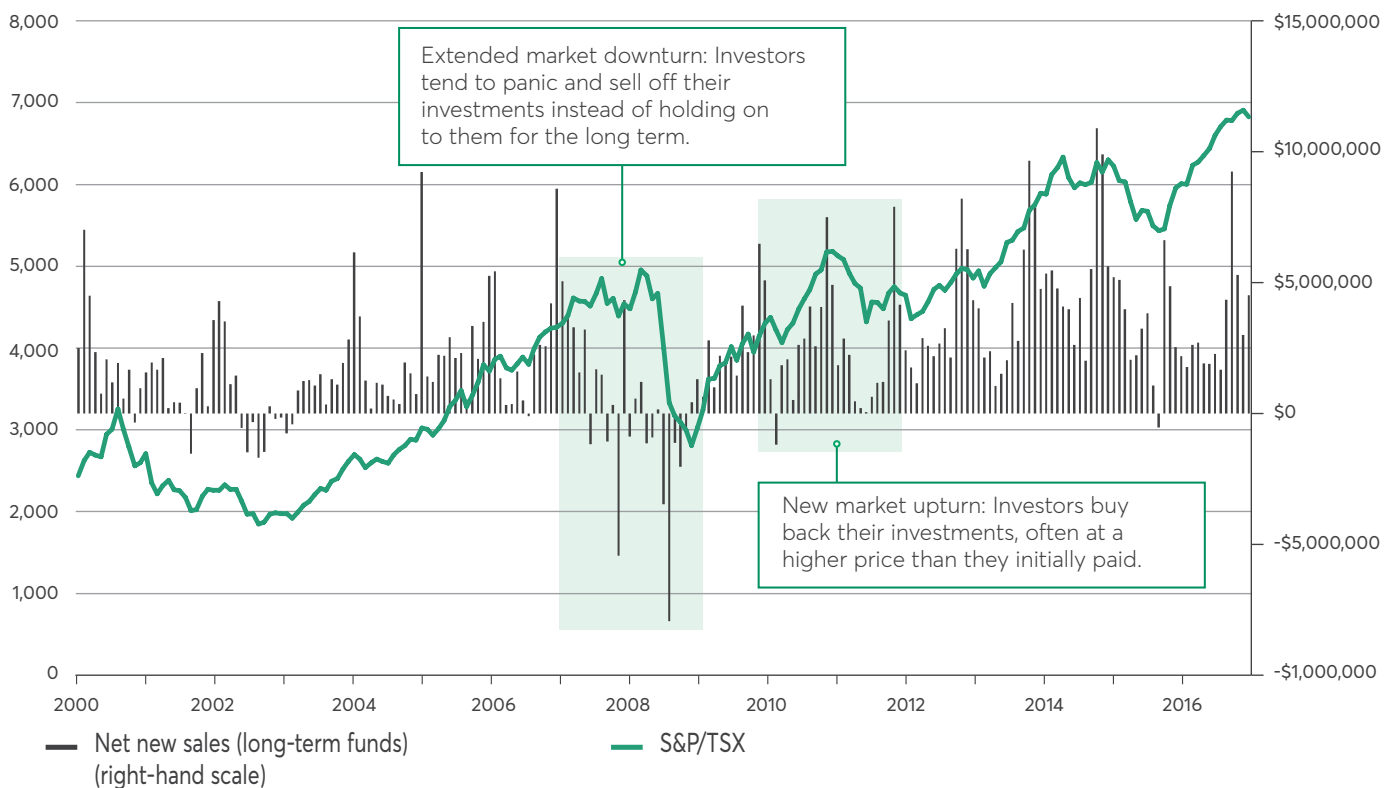
### 100% PROTECTION AT MATURITY

#### 1. WHEN THE MARKET IS DOWN: PREVENT PANIC SELLING

The 100% maturity guarantee is perfect for clients with a lower risk tolerance, since they're guaranteed to get back the full amount of their deposits made within the first year,<sup>32</sup> after 15 years. Plus, unlike a fixed-rate product, like a term investment, your clients will benefit from the growth potential of investment funds, helping them achieve their investment goals.

The graph below shows the relationship between mutual fund flows and stock market activity. The conclusion: investors' fears can cause them to make costly and inefficient decisions!

**"When the market goes up, risk tolerance is infinite. But when it goes down, risk tolerance often shrinks to zero."<sup>33</sup>**



This graph shows net sales of mutual funds in Canada between January 2000 and May 2017, according to IFIC, compared to the S&P/TSX index.



With this guarantee, the 100% guaranteed capital return after 15 years sets clients' minds at ease and encourages them to keep their money invested when they might otherwise be tempted to sell.

32 100% of deposits made in the contract's first year and 75% of deposits made in subsequent years.

33 Harold R. Evensky, Chairman of Wealth Management Firm Evensky & Katz, as quoted by Paul Lim, *New York Times*, May 28, 2006.

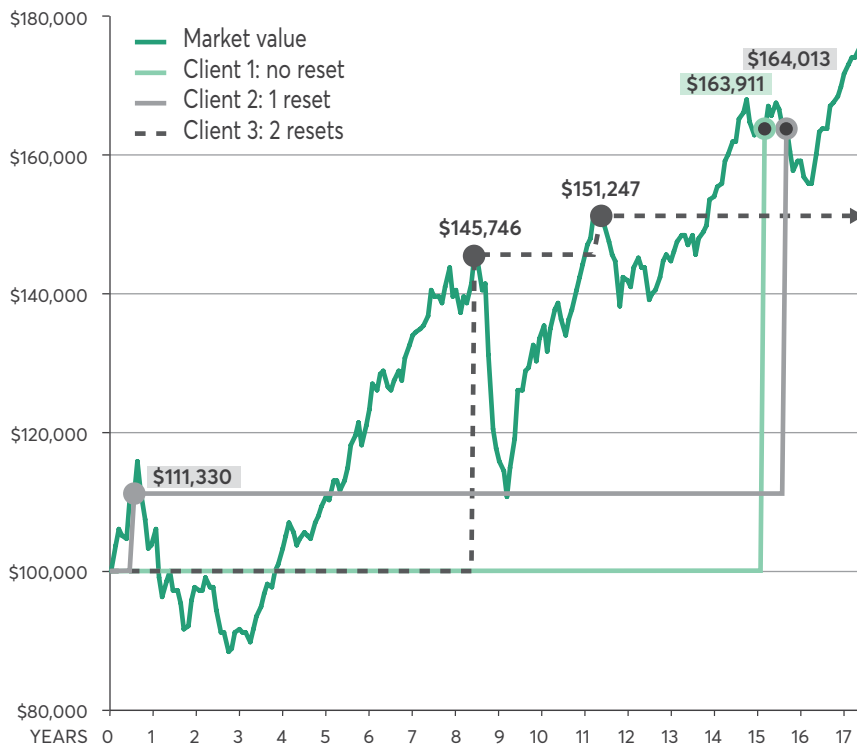


## DID YOU KNOW?

→ Clients who sold their Canadian equity funds during the worst of the 2008–2009 financial crisis lost nine years of returns.<sup>34</sup>

## 2. WHEN THE MARKET IS UP: HAVE THE OPTION TO LOCK IT IN

When the market is up, the contract owner can request a reset of the guaranteed minimum maturity benefit. That pushes back the contract maturity date to 15 years from the reset date.



All amounts attributed to a DFS GIF are invested at the risk of the contract owner and may increase or decrease in value. This graph simulates a reset of the guaranteed minimum maturity benefit at the contract owner's request. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.<sup>35</sup>

### CLIENT N° 1

The main advantage for this client is the 15 year maturity period. They leave their contract alone and end up with a maturity benefit of **\$163,911**.

### CLIENT N° 2

A few months into the investment, this client asks for a reset. That guarantees them a maturity benefit of at least \$111,330 and pushes back the maturity date by a few months. At maturity, they get **\$164,013**.

### CLIENT N° 3

This client asks for resets in year 8 and year 12. When the contract matures in year 27, the guaranteed minimum maturity benefit is **\$151,247**.

34 Based on observations of the S&P TSX Composite Index. In the days leading up to February 28, 2009, the index fell below the level it had reached on June 30, 2000.

35 Source: Simulation prepared by Desjardins for Desjardins.



# → DFS GUARANTEED INVESTMENT FUNDS

## INVESTING IN JUST ONE STEP!

| FUND NAME  | HELIOS2 –<br>75/75 | HELIOS2 –<br>75/100 I | HELIOS2 –<br>100/100 I |
|--|--------------------|-----------------------|------------------------|
| <b>INVESTMENT SOLUTIONS (more information on page 19)</b>              |                    |                       |                        |
| → DFS GIF – Conservative   | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Moderate   | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Balanced   | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Growth   | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Maximum Growth   | ✓                  | ✓                     | ✓                      |
| → DFS GIF – 100% Equity  | ✓                  | ✓                     | ✓                      |
| <b>RESPONSIBLE INVESTMENT PORTFOLIOS (more information on page 20)</b> |                    |                       |                        |
| → DFS GIF – Conservative – Desjardins SocieTerra                       | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Moderate – Desjardins SocieTerra                           | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Balanced – Desjardins SocieTerra                           | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Growth – Desjardins SocieTerra                             | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Maximum Growth – Desjardins SocieTerra                     | ✓                  | ✓                     | ✓                      |
| → DFS GIF – 100% Equity – Desjardins SocieTerra                        | ✓                  | ✓                     | ✓                      |
| <b>WISE ETF PORTFOLIOS (more information on page 22)</b>               |                    |                       |                        |
| → DFS GIF – Conservative – Desjardins Wise ETF                         | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Balanced – Desjardins Wise ETF                             | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Growth – Desjardins Wise ETF                               | ✓                  | ✓                     | ✓                      |
| → DFS GIF – Maximum Growth – Desjardins Wise ETF                       | ✓                  | ✓                     | ✓                      |
| → DFS GIF – 100% Equity – Desjardins Wise ETF                          | ✓                  | ✓                     | ✓                      |

For fund codes and management expense ratios (MERs), see the [fund chart \(20105E\)](#).



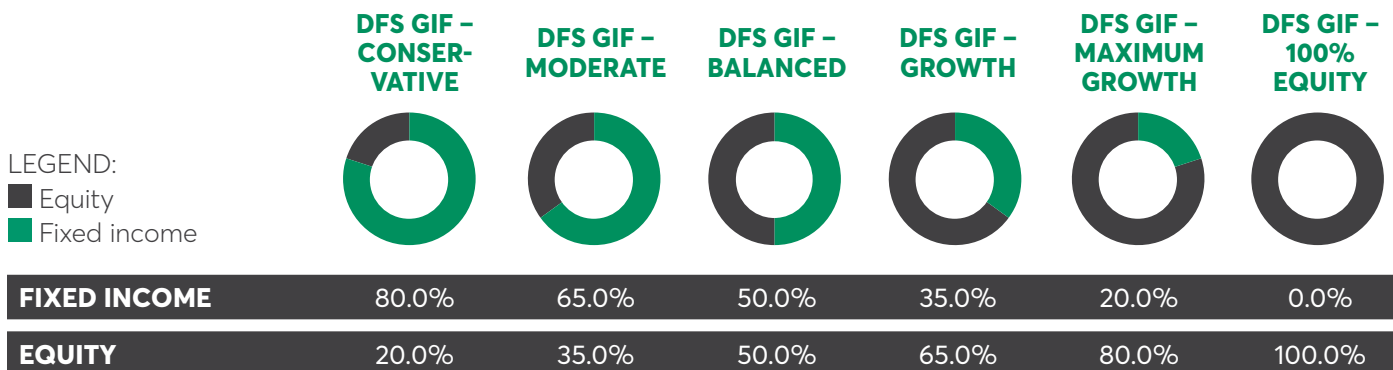
## SIMPLIFY YOUR CLIENTS' LIVES WITH OUR INVESTMENT SOLUTIONS!

We've designed five investment solutions to meet all your clients' needs in one easy step. Determine which solution is best for them, and we'll take care of the rest!

Your clients will have access to a mix of funds that:

- ➔ Are distributed across all asset classes
- ➔ Have been selected for their complementary management styles
- ➔ Are automatically rebalanced for weighting every quarter with no action required from your clients

### INVESTMENT SOLUTIONS



### TRYING TO DECIDE WHICH INVESTMENT SOLUTION OR RESPONSIBLE INVESTMENT PORTFOLIO IS THE BEST FIT FOR YOUR CLIENT?

We have a calculator to help you do just that! Answer a few questions, and the calculator will make a recommendation for your client based on their risk tolerance and financial situation.

Go to [webi.ca/Helios2Contract](http://webi.ca/Helios2Contract)

For more information on the investment solutions, see the [brochure \(19074E\)](#).



## DESJARDINS: A LEADER IN RESPONSIBLE INVESTING FOR 30 YEARS

By choosing a responsible investment portfolio from Desjardins, your clients get the expertise of a manager that's been a leader in the field for over 30 years. Plus, the growing popularity of responsible investing makes these portfolios a great way to tap into the millennial market.

### WHAT ARE ESG CRITERIA?

- Environmental: What the company does to protect the environment.
- Social: How the company manages its relationships with employees, vendors, clients and the communities it operates in.
- Governance: The company's leadership, executive compensation, internal controls and shareholder rights.



## RESPONSIBLE INVESTMENT PORTFOLIOS

DFS GIF – CONSERVATIVE – DESJARDINS SOCIETERRA      DFS GIF – MODERATE – DESJARDINS SOCIETERRA      DFS GIF – BALANCED – DESJARDINS SOCIETERRA      DFS GIF – GROWTH – DESJARDINS SOCIETERRA      DFS GIF – MAXIMUM GROWTH – DESJARDINS SOCIETERRA      DFS GIF – 100% EQUITY – DESJARDINS SOCIETERRA

LEGEND:  
 ■ Equity  
 ■ Fixed Income



|                     | DFS GIF – CONSERVATIVE – DESJARDINS SOCIETERRA | DFS GIF – MODERATE – DESJARDINS SOCIETERRA | DFS GIF – BALANCED – DESJARDINS SOCIETERRA | DFS GIF – GROWTH – DESJARDINS SOCIETERRA | DFS GIF – MAXIMUM GROWTH – DESJARDINS SOCIETERRA | DFS GIF – 100% EQUITY – DESJARDINS SOCIETERRA |
|---------------------|--|--|--|--|--|---|
| <b>FIXED INCOME</b> | 75.0%  | 65.0%                                      | 50.0%                                      | 40.0%                                    | 20.0%  | 0.0%  |
| <b>EQUITY</b>       | 25.0%  | 35.0%                                      | 50.0%                                      | 60.0%                                    | 80.0%  | 100.0%  |

For more information on the responsible investment portfolios, see the [brochure](#) (18050E).



## FINALLY, AN EASY WAY TO OFFER ETFs TO YOUR CLIENTS

Wise ETF Portfolios make it possible to take advantage of the benefits offered by exchange-traded funds (ETFs) without trading them individually on the markets.

These portfolios consist of ETFs that replicate several different indices so your clients can benefit from a highly diversified investment.

### **A GREAT OPPORTUNITY TO STAND OUT!**

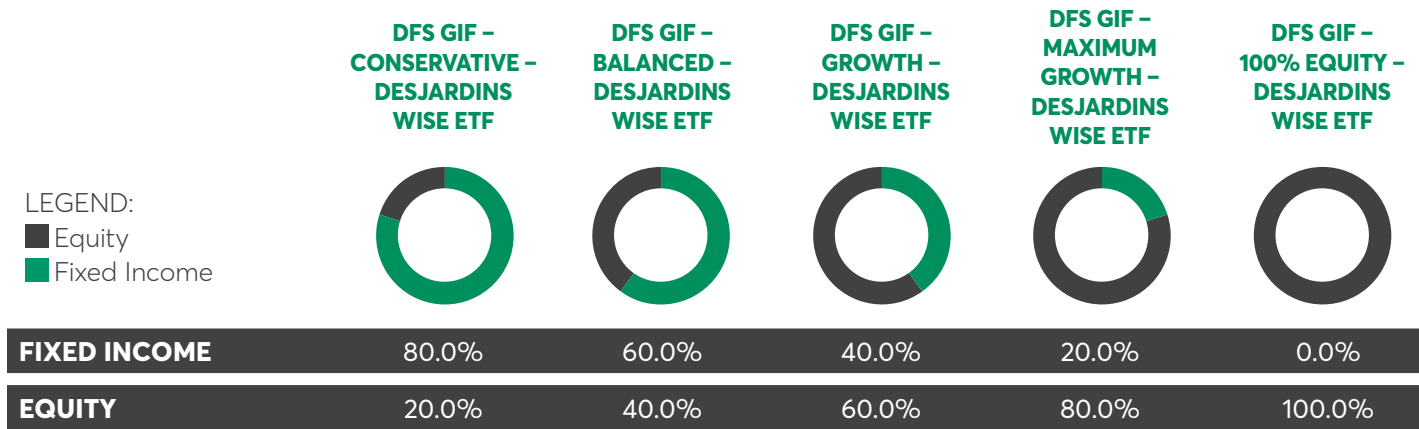
**Wise ETF portfolios** make it possible to:

- Easily access a basket of ETFs from **recognized issuers**
- **Capture gains in rising markets** while also **minimizing the risks** related to volatility



## WISE ETF PORTFOLIOS

Wise ETF Portfolios are created based on the same underlying assets, whose weight varies by objective.



For more information on the Wise ETF portfolios, see the [brochure](#) (19166E).





With DFS Guaranteed Investment Funds (DFS GIF), your clients get access to a diversified range of investment funds that offer growth potential to help them achieve their investment objectives. Choose from a range of categories: income, balanced and asset allocation, Canadian equity and foreign equity.

## INDIVIDUAL FUNDS

For fund codes and MERs, see the [fund chart](#) (20105E).

| FUND NAME   | HELIOS2 - 75/75 | HELIOS2 - 75/100 I | HELIOS2 - 100/100 I |
|---|-----------------|--------------------|---------------------|
| <b>INCOME</b>   |                 |                    |                     |
| → DFS GIF – Money Market                              | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Bond                             | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Tactical Bond – Desjardins         | ✓               | ✓                  | ✓                   |
| <b>BALANCED AND ASSET ALLOCATION</b>                  |                 |                    |                     |
| → DFS GIF – Diversified Income – Franklin Quotential* | ✓               | ✓                  | n/a                 |
| → DFS GIF – Balanced Income – Franklin Quotential*    | ✓               | ✓                  | n/a                 |
| → DFS GIF – Canadian Balanced – Fidelity              | ✓               | ✓                  | n/a                 |
| → DFS GIF – U.S. Monthly Income – Fidelity            | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Balanced – Desjardins SocieTerra   | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Balanced – Jarislowsky Fraser      | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Balanced – Fiera Capital         | ✓               | ✓                  | ✓                   |
| → DFS GIF – Balanced Growth – Franklin Quotential*    | ✓               | ✓                  | n/a                 |
| → DFS GIF – Canadian Asset Allocation – CI            | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Balanced – CI                    | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Income and Growth – CI           | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Balanced Growth – Desjardins       | ✓               | ✓                  | ✓                   |
| → DFS GIF – Growth and Income – NEI*                  | ✓               | ✓                  | ✓                   |
| → DFS GIF – Growth RS – NEI Select*                   | ✓               | ✓                  | ✓                   |
| → DFS GIF – Growth – Franklin Quotential*             | ✓               | ✓                  | n/a                 |
| <b>CANADIAN EQUITY</b>                                |                 |                    |                     |
| → DFS GIF – Dividend Income – Desjardins              | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Dividend – NEI*                  | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Equity – Desjardins              | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Equity – Jarislowsky Fraser      | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Equity – Fidelity True North®    | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Equity – Franklin Bissett*       | ✓               | ✓                  | ✓                   |
| → DFS GIF – Canadian Small Cap Equity – NEI*          | ✓               | ✓                  | n/a                 |
| → DFS GIF – Small Cap – Franklin Bissett*             | ✓               | ✓                  | n/a                 |
| <b>FOREIGN EQUITY</b>                                 |                 |                    |                     |
| → DFS GIF – American Equity – MFS                     | ✓               | ✓                  | ✓                   |
| → DFS GIF – American Equity Value – Desjardins        | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Dividend – Desjardins              | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Equity – Desjardins                | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Equity – MFS                       | ✓               | ✓                  | ✓                   |
| → DFS GIF – Global Equity Growth – Desjardins         | ✓               | ✓                  | ✓                   |
| → DFS GIF – International Equity – MFS                | ✓               | ✓                  | ✓                   |
| → DFS GIF – International Equity Growth – Desjardins  | ✓               | ✓                  | ✓                   |

→ \*Funds closed to additional deposits and switches.





## OUR FUND MANAGERS

We've hand-picked experienced fund managers who are leaders in their field and whose management styles are complementary in terms of value, growth at a reasonable price (GARP), growth, credit spread and interest rate forecasting.

**BLACKROCK®**



**FIDELITY  
INVESTMENTS  
CANADA®**



### DFS INVESTMENT SOLUTION MONITORING COMMITTEE

Our monitoring committee is made up of investment specialists, actuaries and members of senior management from Desjardins. The committee continuously reviews our range of funds to ensure you have the best investment options available to help your clients reach their retirement-planning goals.

#### SELECTING OUR FUNDS AND FUND MANAGERS

Desjardins Insurance is committed to providing you with investment options that meet your clients' needs. With that in mind, we identify the objectives and constraints that our fund managers will need to work with. We look at a combination of factors: Does the manager have an innovative philosophy that has been proven under different market conditions? Do they respect the portfolio's investment strategy and long-term performance? That way, we can make sure we have a diverse range of funds and a team of managers with complementary management styles.

#### WANT TO KNOW MORE?

Visit [desjardinslifeinsurance.com](https://desjardinslifeinsurance.com) and go to Individual savings > [Unit prices and performance](#) to consult the fact sheets for our DFS GIFs.

Each fact sheet contains:

- Objective and strategy
- Asset allocation
- Main features
- Top holdings
- Annual compound returns



# → HELIOS2 CONTRACT TERMS AND CONDITIONS

## DEPOSIT REQUIREMENTS

|   | HELIOS2 – 75/75  | HELIOS2 – 75/100 i   | HELIOS2 – 100/100 i |
|---|--|--|---------------------|
|   | SERIES 6/6F  | SERIES 8/8F  | SERIES 6/6F         |
|   | SERIES 6/6F  | SERIES 8/8F  | SERIES 6/6F         |
|   | SERIES 8/8F  | SERIES 6/6F  | SERIES 8/8F         |
| Maximum annuitant age   | Age 90 inclusive (options A and F)<br>Age 80 inclusive (options D and E) | Age 85 inclusive (options A and F)<br>Age 80 inclusive (options D and E) | Age 80 (inclusive)  |
| <b>INITIAL DEPOSIT</b>  |  |  |                     |
| Minimum lump-sum amount <sup>36</sup>                           |  | \$1,000  |                     |
| Minimum monthly pre-authorized debit (PAD) amount <sup>37</sup> |  | \$50   |                     |
| RRIF  |  | \$10,000   |                     |
| Locked-in contracts   |  | \$10,000   |                     |
| <b>ADDITIONAL DEPOSIT</b>                                       |  |  |                     |
| Minimum lump-sum amount <sup>36</sup>                           |  | \$500  |                     |
| Minimum monthly pre-authorized debit (PAD) amount <sup>37</sup> |  | \$50   |                     |

### MINIMUM TOTAL MARKET VALUE

Market value of the units attributed to all Individual Variable Insurance Contracts issued to the owner by the company (Helios2 contract and all contracts previously issued by the company)

Deposits over \$1,000,000 must be pre-approved by Desjardins Insurance. The following information is required: the amount of the deposit, the selected guarantee, the client's age and the contract type. Other information (e.g., medical questionnaire) may be requested.

<sup>36</sup> The minimum deposit per fund is \$500.

<sup>37</sup> The minimum PAD amount per fund is \$25.



## APPLICABLE SERIES

The applicable series depends on:

- the market value of the contract and of any other individual variable annuity contract (guaranteed investment fund) that your client has already entered into with us and is still in effect.
- the fee option your client chooses.

We can attribute both series 6 and series 6F units or series 8 and series 8F units to a contract.

### APPLICABLE SERIES BASED ON THE MARKET VALUE OF YOUR CONTRACTS.

If the market value of all your client's contracts is less than \$250,000, we apply the series 6 MER to their units, or the series 6F MER if they choose fee option F (see below). If the market value of all your client's contracts is greater than or equal to \$250,000, we apply the lower series 8 MER to their units, or the lower series 8F MER if they choose fee option F (see below).

The calculation includes the contracts of which your client is the sole contract owner and the contracts your client holds with a co-owner.

Contracts held externally in an intermediary or nominee account are considered separately. For example, if your client personally hold 2 contracts in their name with a total value of \$200,000, including a Helios2 contract, and if 2 contracts valued at \$280,000, including a Helios2 contract, are held by an intermediary, we apply the series 6 MER to the units of the Helios2 contract that your client hold personally and the series 8 or 8F (if your client choose fee option F) MER to the units of the Helios2 contract held by an intermediary.

The market value of your client's contracts can change at any time due to market movements, additional deposits or withdrawals. The MER applicable to their units could also change at any time. Consequently, we will perform a periodic evaluation to determine which MER is applicable to their units. We can also change this contract's series if we believe that transactions are carried out in such a way as to circumvent the minimum value restrictions.

### APPLICABLE SERIES BASED ON THE FEE OPTION YOUR CLIENT CHOOSE.

Series 6 or 8 applies to your client's units if they choose fee options A, D or E. Series 6F or 8F applies to their units if they choose fee option F. Fee option F is only available for contracts held externally in an intermediary or nominee account.

### RECAP

#### Series 6 and 6F (contracts under \$250,000)

- If, when your client purchases this contract, the market value of all their contracts is less than \$250,000, the units attributed to this contract will be series 6 or 6F (if they choose fee option F) units.
- If, over time, the contract's market value grows until it is greater than or equal to \$250,000, we will automatically convert the units into series 8 or 8F (if you choose fee option F) units. They will be converted back into series 6 or 6F units if the value of all your contracts falls below \$150,000.

#### Series 8 and 8F (reduced fees – contracts of \$250,000 or more)

- If, when your client purchases this contract, the market value of all their contracts is greater than or equal to \$250,000, the units attributed to this contract will be series 8 or 8F (if they choose fee option F) units.
- They will be converted into series 6 or 6F (if they choose fee option F) units if the value of all their contracts falls below \$150,000. They will be automatically converted back into series 8 or 8F units if the value of all their contracts rises back to \$250,000 or more.



## WHICH SERIES IS APPLICABLE TO YOUR CLIENT'S UNITS?

|  | YOUR CLIENT CHOOSES FEE OPTIONS A, D OR E FOR THEIR UNITS | YOUR CLIENT CHOOSES FEE OPTION F FOR THEIR UNITS |
|--|---|--|
| Market value of all contracts* < \$250,000 | Series 6  | Series 6F  |
| Market value of all contracts* > \$250,000 | Series 8  | Series 8F  |

\* Market value of your client's Helios2 contract and of any other individual variable annuity contract (guaranteed investment fund) that your client has already entered into with us and is still in effect.

## FEES CHARGED TO THE CONTRACT OWNER

**FEE OPTION A**

No sales or surrender charges

**FEE OPTION B**

| LOW LOAD SALES CHARGES | RATE <sup>38</sup> |
|------------------------|--------------------|
| In calendar year 1     | 3.0%               |
| In calendar year 2     | 2.5%               |
| In calendar year 3     | 2.0%               |
| Thereafter             | 0.0%               |

**FEE OPTION C**

| DEFERRED SURRENDER CHARGES, 7 YEARS | RATE <sup>38</sup> |
|-------------------------------------|--------------------|
| In calendar year 1                  | 5.5%               |
| In calendar year 2                  | 5.0%               |
| In calendar year 3                  | 5.0%               |
| In calendar year 4                  | 4.0%               |
| In calendar year 5                  | 4.0%               |
| In calendar year 6                  | 3.0%               |
| In calendar year 7                  | 2.0%               |
| Thereafter                          | 0.0%               |

**WAIVER OF SURRENDER CHARGES APPLICABLE TO UNITS UNDER FEE OPTION B OR FEE OPTION C**

Charges which may be otherwise payable are waived for surrenders of units under fee option B or fee option C made during the calendar year up to a non-cumulative maximum each year of 12% of the value of the units in each fund attributed to this contract which are still exposed to surrender charges (as calculated at the cut-off time on the last market day in the immediately preceding calendar year). During the calendar year, this non-cumulative maximum will be adjusted to reflect a deposit made at any point in time, such adjustment to be made in proportion to the number of months between the date of the deposit and the end of the calendar year.

**Surrender charges are waived on the death of the annuitant.**

The low load sales charge fee option (fee option B) and deferred sales charge fee option (fee option C) are no longer offered except for switches of units that were under fee option B or C when the fee option ceased to be offered. For these units, the withdrawal fees indicated below continue to apply until expiry of the withdrawal schedule from the dates of the deposits.

38 These charges are based on the net asset value per unit as at the time of surrender for the units being surrendered.



## FEE OPTION D

NO FEES – CHARGEBACK OF THE FIRST-YEAR COMMISSION IF A SURRENDER OCCURS WITHIN 36 MONTHS OF THE DEPOSIT

Commission chargebacks will be waived for surrenders of units under fee option D occurring during a calendar year, up to a non-cumulative maximum each year of 12% of the value of the units in each fund attributed to this contract that are still exposed to a chargeback rate.

**No commission chargeback on the death of the annuitant.**

| MONTH | CHARGEBACK RATE | MONTH | CHARGEBACK RATE |
|-------|-----------------|-------|-----------------|
| 1     | 100.0%          | 20    | 47.2%           |
| 2     | 97.2%           | 21    | 44.4%           |
| 3     | 94.4%           | 22    | 41.7%           |
| 4     | 91.7%           | 23    | 38.9%           |
| 5     | 88.9%           | 24    | 36.1%           |
| 6     | 86.1%           | 25    | 33.3%           |
| 7     | 83.3%           | 26    | 30.6%           |
| 8     | 80.6%           | 27    | 27.8%           |
| 9     | 77.8%           | 28    | 25.0%           |
| 10    | 75.0%           | 29    | 22.2%           |
| 11    | 72.2%           | 30    | 19.4%           |
| 12    | 69.4%           | 31    | 16.7%           |
| 13    | 66.7%           | 32    | 13.9%           |
| 14    | 63.9%           | 33    | 11.1%           |
| 15    | 61.1%           | 34    | 8.3%            |
| 16    | 58.3%           | 35    | 5.6%            |
| 17    | 55.6%           | 36    | 2.8%            |
| 18    | 52.8%           | 37+   | 0.0%            |
| 19    | 50.0%           |       |                 |

## FEE OPTION E

NO FEES – CHARGEBACK OF THE FIRST-YEAR COMMISSION IF A SURRENDER OCCURS WITHIN 60 MONTHS OF THE DEPOSIT

Commission chargebacks will be waived for surrenders of units under fee option D occurring during a calendar year, up to a non-cumulative maximum each year of 12% of the value of the units in each fund attributed to this contract that are still exposed to a chargeback rate.

**No commission chargeback on the death of the annuitant.**

| MONTH | CHARGEBACK RATE | MONTH | CHARGEBACK RATE |
|-------|-----------------|-------|-----------------|
| 1     | 100.0%          | 32    | 48.3%           |
| 2     | 98.3%           | 33    | 46.7%           |
| 3     | 96.7%           | 34    | 45.0%           |
| 4     | 95.0%           | 35    | 43.3%           |
| 5     | 93.3%           | 36    | 41.7%           |
| 6     | 91.7%           | 37    | 40.0%           |
| 7     | 90.0%           | 38    | 38.3%           |
| 8     | 88.3%           | 39    | 36.7%           |
| 9     | 86.7%           | 40    | 35.0%           |
| 10    | 85.0%           | 41    | 33.3%           |
| 11    | 83.3%           | 42    | 31.7%           |
| 12    | 81.7%           | 43    | 30.0%           |
| 13    | 80.0%           | 44    | 28.3%           |
| 14    | 78.3%           | 45    | 26.7%           |
| 15    | 76.7%           | 46    | 25.0%           |
| 16    | 75.0%           | 47    | 23.3%           |
| 17    | 73.3%           | 48    | 21.7%           |
| 18    | 71.7%           | 49    | 20.0%           |
| 19    | 70.0%           | 50    | 18.3%           |
| 20    | 68.3%           | 51    | 16.7%           |
| 21    | 66.7%           | 52    | 15.0%           |
| 22    | 65.0%           | 53    | 13.3%           |
| 23    | 63.3%           | 54    | 11.7%           |
| 24    | 61.7%           | 55    | 10.0%           |
| 25    | 60.0%           | 56    | 8.3%            |
| 26    | 58.3%           | 57    | 6.7%            |
| 27    | 56.7%           | 58    | 5.0%            |
| 28    | 55.0%           | 59    | 3.3%            |
| 29    | 53.3%           | 60    | 1.7%            |
| 30    | 51.7%           | 61+   | 0.0%            |
| 31    | 50.0%           |       |                 |



## IMPORTANT REMINDER – FEE FREE UNITS UNDER HELIOS2

- Commission chargebacks and deferred sales charges will be waived for surrenders of units up to a maximum of 12% **per fund**
- Non-cumulative over the years
- For low load and DSC fee options, the free fee units amount for deposits made during the current calendar year will be adjusted in proportion of the number of months between the deposit and end of the calendar year.

**Example:\*** A client holding 2 funds who makes a redemption within the DSC or chargeback recovery period, depending on the option chosen, for his first withdrawal during the calendar year:

|        | MARKET VALUE AS OF THE WITHDRAWAL DATE | 12% EXEMPTION |
|--------|--|---------------|
| Fund A | \$25,000                               | \$3,000       |
| Fund B | \$75,000                               | \$9,000       |
| Total  | \$100,000                              | -             |

The client could withdraw up to \$3,000 from fund A and \$9,000 from fund B without triggering any DSC or commission chargeback.

\* This example assumes that no deposits were made during the current calendar year.

## FEE OPTION F

No sales charges or withdrawal fees to pay regardless of when or how much you withdraw.

You, and the distributor you do business with, do not receive any sales commission or trailing commission. Instead, you determine with your client the fees they will pay you for your services and advice and the way these fees will be paid. For example, if your agreement with your client or distributor provides for it, units may be withdrawn at your request or your distributor's request for the payment of the advisory service fee and applicable taxes. Such a withdrawal will decrease

the amount of guaranteed minimum benefits like any withdrawal.

Since we do not pay a trailing commission to you and your distributor under this fee option, series 6F or 8F apply to your client's units and their MER is lower.

**Fee option F is only available if the contract is held externally in an intermediary or nominee account. If you request that the contract be no longer held externally in an intermediary or nominee account, the units associated with fee option F will from now on be associated with fee option A instead.**





## GROSS COMMISSION SCHEDULE

|  | MONEY MARKET | FIXED INCOME FUNDS | OTHER FUNDS |
|--|--------------|--------------------|-------------|
| <b>FEE OPTION A</b>                              |              |                    |             |
| First year                                       | n/a          | n/a                | n/a         |
| Trailing commission <sup>39</sup>                | 0.25%        | 0.50%              | 1.00%       |
| <b>FEE OPTION B</b>                              |              |                    |             |
| First year                                       | 2.50%        | 2.50%              | 2.50%       |
| Trailing commission – years 1 to 3 <sup>39</sup> | n/a          | 0.15%              | 0.50%       |
| Trailing commission – thereafter <sup>39</sup>   | 0.25%        | 0.50%              | 1.00%       |
| <b>FEE OPTION C</b>                              |              |                    |             |
| First year                                       | 5.00%        | 5.00%              | 5.00%       |
| Trailing commission <sup>39</sup>                | n/a          | 0.15%              | 0.50%       |
| <b>FEE OPTION D</b>                              |              |                    |             |
| First year                                       | 3.50%        | 3.50%              | 3.50%       |
| Trailing commission – years 2 to 4 <sup>39</sup> | n/a          | 0.15%              | 0.50%       |
| Trailing commission – thereafter <sup>39</sup>   | 0.25%        | 0.50%              | 1.00%       |
| <b>FEE OPTION E</b>                              |              |                    |             |
| First year                                       | 5.00%        | 5.00%              | 5.00%       |
| Trailing commission – years 2 to 7 <sup>39</sup> | n/a          | 0.15%              | 0.50%       |
| Trailing commission – thereafter <sup>39</sup>   | 0.25%        | 0.50%              | 1.00%       |
| <b>FEE OPTION F</b>                              |              |                    |             |

You, and the distributor you do business with, do not receive any sales commission or trailing commission. Instead, you determine with your client the fees they will pay you for your services and advice and the way these fees will be paid.

Trailing commissions are paid on a calendar year basis.

There will be a first-year commission chargeback if the annuitant dies within 90 days of the date the contract is purchased, based on a 1/90 penalty per remaining day. For example, if the annuitant dies the day after the contract is set up, the commission chargeback will be 89/90 of the first-year commission.

The low load sales charge fee option (fee option B) and deferred sales charge fee option (fee option C) are no longer offered except for switches of units that were under fee option B or C when the fee option ceased to be offered. For these units, the withdrawal fees indicated below continue to apply until expiry of the withdrawal schedule from the dates of the deposits.

<sup>39</sup> Trailing commissions are paid monthly based on the assets under management on the last day of each month.



## SHORT-TERM TRADING FEES

Short-term or frequent trading represents an expense for all contract owners. Consequently, for short-term or frequent trading, we may charge a fee of 2% of the transaction amount, in addition to any other applicable charges.

## GUARANTEE SELECTION

The Helios2 contract offers your clients the option of three different guarantees. They need to select a guarantee when they purchase their contract.

### CHANGING GUARANTEES<sup>40</sup>

Your client can change their guarantee once per calendar year by submitting written notification, unless such a change would result in the new guaranteed amount being less than 75% of the sum of deposits adjusted for withdrawals.

**Once the guarantee is changed, the deposit amount and the guaranteed amount will be reset.**

The value of the units attributed to the contract as at the cut-off time on the market day that notification is received will become the new deposit amount. The market day that notification is received will become the new valuation date of the first deposit and therefore the new contract anniversary date. If the new guarantee is Helios 2 – 100/100 i, the maturity date will be set using the new valuation date of the first deposit.

#### EXAMPLE – GUARANTEE CHANGE

Your client deposits \$100,000 in a Helios2 contract and selects the Helios2 – 75/100 i guarantee. A few years later, they decide they want to switch to the Helios2 – 75/75 guarantee.

**If the market value of the units attributed to the contract is \$125,000:** The client can change their guarantee, and their new guaranteed amount would be \$93,750 (i.e., 75% of the new deposit value).

**If the market value of the units attributed to the contract is \$85,000:** The client can't change their guarantee, since the guaranteed amount would only be \$63,750 (75% of \$85,000), which is less than 75% of their \$100,000 deposit.

<sup>40</sup> The owner must select one of the three guarantees available under this contract. The owner may change the guarantee of their contract, once per calendar year, by submitting written notification, unless such a change would result in the new guaranteed amount being less than 75% of the sum of deposits adjusted for withdrawals. The contract must satisfy all deposit requirements of the selected guarantee.





## YOUR TOOLS

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### FUND OFFER

- [Fund chart](#)
- [Investment solutions](#)
- [Responsible investment portfolios](#)
- [Wise ETF portfolios](#)
- [Unit prices and performance](#)  
(click on the fund name to consult the monthly description sheet)
- [Taxation of GIFs](#)

### UNDERSTANDING THE HELIOS2 CONTRACT

- [Helios2 at a glance](#)
- [Quick reference Guide](#)
- [Checklist](#)
- [Fee option F](#)

### FOR YOUR CLIENTS

- GIF advantages [English](#) [Mandarin](#)
- [Helios2 – 75/75](#)
- [Helios2 – 75/100 i](#)
- [Video - Helios2 - 75/100 i](#)
- [Helios2 – 100/100 i](#)
- [DFS Guaranteed Investment Funds](#)
- [Choosing responsible investment](#)
- [Investor profile](#)
- [Estate settlement fees](#)  
[English](#) [Mandarin](#)
- [Annuity settlement option for the death benefit](#)
- [Contract and Information Folder](#)
- [Fund Facts](#)

## webi.ca: for all things Helios2!

For more information and sales materials, visit

[webi.ca/Helios2Contract](http://webi.ca/Helios2Contract)

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## ADDED PROTECTION: ASSURIS

Desjardins Financial Security is a member of Assuris, the not-for-profit organization that protects Canadian policyholders if their life insurance company should fail.

### VISIT

[assuris.ca](http://assuris.ca)

to learn more

# ABOUT DESJARDINS GROUP



Desjardins Group is the largest cooperative financial group in North America and the fifth largest cooperative financial group in the world, with assets of \$407.1 billion. It was named one of the World's Top Female-Friendly Companies by Forbes magazine. To meet the diverse needs of its members and clients, Desjardins offers a full range of products and services to individuals and businesses through its extensive distribution network, online platforms and subsidiaries across Canada. Ranked among the world's strongest banks according to *The Banker* magazine, Desjardins has some of the highest capital ratios and credit ratings in the industry.\*

## CANADA'S LEADING FINANCIAL INSTITUTION FOR RESPONSIBLE INVESTMENTS

A pioneer in the responsible investment (RI) field since 1990, Desjardins offers the largest selection of RI solutions and has the most in-depth RI expertise in Canada, thanks to a team of seasoned portfolio managers.\*\*

### OFFER THE HELIOS2 CONTRACT!

**Your regional sales director can help you sell the Helios2 Contract.  
Reach out today!**

The Contract and Information Folder and the Funds Facts document contain important information on the Desjardins Financial Security Guaranteed Investment Funds Plan – Helios2 and the DFS Guaranteed Investment Funds. The Contract and Information Folder also contains a glossary of defined terms. Please read these documents carefully before investing.

DFS Guaranteed Investment Funds are established by Desjardins Financial Security Life Assurance Company.

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\* As at December 31, 2022.

\*\* Desjardins internal research, September 30, 2022.



DESJARDINS INSURANCE refers to Desjardins Financial Security Life Assurance Company.

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