



SunUniversalLife

STATEMENT GUIDE

Life's brighter under the sun



To help you better understand your **SunUniversalLife** statement, you can use this guide to walk through some of the key areas on your annual or quarterly statement. Some of the highlighted areas include: who is covered on your policy, your investment details and your investment mix.

Remember that with **SunUniversalLife** you have the flexibility to change your policy's payment schedule and investment mix to meet your current needs. By walking through your statement with your advisor, you can ask questions unique to your individual needs, and discuss your financial goals to see if they are on track.

Your statement: a step-by-step guide

A Contact information

On the first page of your statement you will find your advisor's contact information and/or our Customer Care Centre number, so you can reach one of our Sun Life Financial representatives.

B My current coverage

Under 'Who is insured on the policy?' you'll see all of the people who are insured on your policy, plus the type of coverage, any additional benefits and the corresponding insurance amount.

For an explanation of these benefits please refer to your policy or speak with your advisor. Your advisor will be able to explain your coverage and benefits, and answer any questions you may have.

C My investment details

Your statement includes a summary of the activity in your policy fund throughout the statement period. You'll also see a summary of your investments' performance over the statement period.

Additionally, you will see the opening and closing value of your policy as of the dates specified. You can also review your total payments, interest earned, total cost of insurance and other transactions that might apply.

Tip!

Throughout your statement we have included definitions of different terms used to describe your policy. Look for these to help you better understand your statement, or go to the 'Some terms used in your statement' section for clarification.

If you have questions about your policy, you will need your **policy number** when you call our toll free number, 1 877 SUN-LIFE / 1 877 786-5433. You can find your policy number in the top right hand corner of your statement, under 'My insurance policy statement'.

If the mailing address on your statement is about to change, it's important you let us know so we may stay in contact with you.

SunUniversalLife
My insurance policy statement
Policy number: 012345678

Jane Doe
227 King St. S
Waterloo, ON N2J 4C5

Contact Information
Jennifer Doe, CFP, CLU, ChFC
Tel: (000) 123-4567 ext. 1234

Or call our Customer Care Centre
toll free at 1 877 SUN-LIFE /
1 877 786-5433

B My current coverage
Statement period: December 8, 2009 to December 7, 2010

Who owns the policy?
Jane Doe

Who is insured on the policy?	Type of coverage	Insurance amount(s)
Sally Doe	Joint Life - Second to die	\$3,216,669
Frank Doe		
Sally Doe	Total Disability Benefit (Savings) \$413 monthly to age 65 Coverage Death Benefit (Savings) \$413 monthly to age 65	
Frank Doe	Total Disability Benefit (Savings) \$413 monthly to age 65 Coverage Death Benefit (Savings) \$413 monthly to age 70	
Nancy Doe	Single Life Total Disability Benefit (Savings) \$413 monthly to age 65	\$2,572,223

continued on next page

Policy summary

Policy effective date:
December 8, 2001

Death benefit option:
Insurance amount plus policy fund

Total policy death benefit:
\$9,622,418

Beneficiary:
Jack Doe
John Doe
Jim Doe

Tax-exempt status maintenance option:
Increase and reverse
insurance amount

Planned periodic payment:
\$175,000 annually

Policy rate of return
since policy effective date:
4.1%

As the **owner**, you can direct who we will pay the insurance benefits to on the death of the **insured person(s)**. You are responsible for all payments required to keep the policy in effect.

A **beneficiary** is who you choose (in writing) to receive the death benefit when the insured person(s) dies, while your policy is still in effect.

The **planned periodic payment** is the amount you chose to pay into the policy at set periods of time. While we fully guarantee the policy's cost of insurance rate, we don't guarantee your payment amount and there may be times when you have to make additional payments to keep your policy in effect. For example, if you have chosen indexed or managed accounts and interest earned is negative, additional payments may be needed.

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C My investment details

We use the money in your **policy fund** to pay your policy's insurance benefits. This is made up of your payments, less provincial premium tax. Payments go into your policy fund and then earn interest based on the investment accounts you've chosen.

Policy fund summary			
Opening value as of Dec. 8, 2009			\$1,074,052
Plus	Payments	\$175,000	
	Interest earned	\$33,314	
	Transfer from service account	\$133,131	
Total money in			\$341,445
Less	Total cost of insurance for the statement period	\$133,131	
	Withdrawals	\$10,000	
	Provincial premium tax	\$6,163	
Total money out			\$149,294
Closing value on Dec. 7, 2010			\$1,266,203

The **cost of insurance (COI)** is your monthly cost to cover the basic insurance death benefit(s) and any additional benefits included in your policy. We base it on factors like the insured person's age, health, smoking status, amount of insurance and the benefits you've chosen. You can see your policy's benefits listed on the first page of this statement.

D Current policy fund breakdown and investment mix

On your statement you may see two different charts. The first chart shows your policy fund composition. The percentages show the value of each of your investment accounts, representing the total value of your policy fund at the end of your statement period.

The second chart shows your current investment mix. With this chart you can see how you've chosen to allocate payments to each of your investment accounts by percentage.

The purpose of these charts is to show you how much weight each investment has and identify your investment mix. This way you and your advisor can discuss how your policy is meeting your personal financial goals.

E Service account activity this period

You will be able to see the activity in this account on your statement, if your policy fund has exceeded the tax-exempt limit.

F Maturing guaranteed interest account(s)

If any of your guaranteed interest account(s) will mature within one year of your statement they will be listed in this section. Take this opportunity to talk to your advisor about your options for these account(s) at maturity.

G My cash surrender summary

Take a look at your cash surrender value to see the amount of money that may be available to you, if you need to take a withdrawal from or loan against your policy. This is the amount that you may have access to as of the statement date, and may be the amount you will receive if you cancel or surrender your policy.

H My policy loan summary

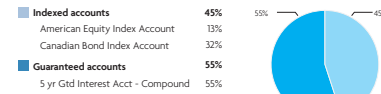
If you have taken a loan against your policy fund, then you will be able to see that activity in this section. The summary will show any new or outstanding loans, and any payments made within the statement period.

This section provides you with information on the maximum policy loan that may be available to you, as of your statement date. Talk to your advisor if you would like more information on whether a policy loan is the best fit for your plans.

Also, this rate may differ from the policy rate of return on the front of your statement because the rate only covers this statement period. The policy rate of return on the front page is effective from the policy effective date and is converted to an annual rate.

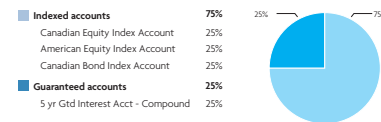
D Current policy fund breakdown

This shows the value of each of your investment accounts, expressed as a percentage of the total value of the policy fund at the end of the statement period.



Current investment mix

Your **current investment mix** shows how you've chosen to assign your payments to each of your investment accounts.



To have a conversation about your investment mix, please contact your advisor today.

E Service account activity this period

We will transfer funds to your **service account** when your policy fund value exceeds the tax-exempt limits. We will invest this money into the investment account you chose and we will report the interest earned as taxable investment income to you.

	Balance as of Dec. 8, 2009	Interest Earned	Money in/ Transfers in	Money out/ Transfers out	Balance as of Dec. 7, 2010
Canadian Equity Index Account	\$130,121	\$3,010	\$0	-\$133,131	\$0
Total	\$130,121	(+) \$3,010	(+) \$0	(-) \$133,131	(+) \$0

My total return on my service account is: 2.3% (net of fees, for this statement period).

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F Maturing guaranteed interest account(s)

The following chart includes the **guaranteed interest account(s) (GIAs)** that are maturing within one year of your statement period.

GIA Account	Current value as of Dec. 7, 2010	Maturity date	Reinvestment instructions
5 Yr Gtd Interest Acct - Compound	\$250,000	08 Feb 11	same GIA

G My cash surrender summary

The **cash surrender value** is the amount of money in your policy that you may have access to. You can choose to use it to take a withdrawal or policy loan. If you choose to cancel your policy—also known as surrendering your policy—the cash surrender value is the amount you will receive from us. Here is your cash surrender value as of your statement date.

Cash surrender value

Policy fund value as of Dec. 7, 2010	\$1,266,203
Less Surrender charges	\$110,000
Less Market value adjustment	\$5,000
Less Policy loan, including interest	\$4,900
Cash surrender value as of Dec. 7, 2010	\$1,146,303

The cash surrender value may be taxable upon withdrawal or policy surrender.

H My policy loan summary

You have the option of taking a **policy loan**. The maximum you can borrow, as of your statement date, is shown below. You may repay your loan at any time. On the death of the insured person(s), we will deduct any outstanding loan balance from the death benefit.

Policy loan

Loan balance as of Dec. 8, 2009	\$0
Plus Loan this period	\$5,000
Plus Loan interest	\$75
Less Loan repayments this period	\$175
Loan balance as of Dec. 7, 2010	\$4,900

The loan interest rate at Dec. 7, 2010 is 2%

Maximum policy loan available: \$992,810

Please note the minimum policy loan you can take is \$500. For further details about loan interest and the maximum policy loan available, please refer to your policy.

I My cost of insurance details

On your annual statement look to your cost of insurance details section for your future cost of insurance, based on the specified periods of time under the 'Covering period' column. Your monthly cost of insurance will include your basic insurance death benefit and any additional benefits included in your policy. All of these benefits are shown in the 'My current coverage' section of your statement.

Some terms used in your statement

J Towards the end of your statement, you will find a glossary of terms. These definitions are meant to help provide you with clarity, but do not outline all of the details. For further definitions or clarification please refer to your policy. If there are any inconsistencies, the terms of your policy will apply.

I My cost of insurance details

While previous portions of your statement have explained activities during your statement period or activities to date, this section shows your cost of insurance (COI) for upcoming periods of time. You can see these future dates in the "covering period" column in the chart below.

Covering period	Guaranteed cost of insurance type	Guaranteed cost per \$1,000 insurance	Insurance discount	Effective cost per \$1,000 insurance
Joint Life - second to die				
Sally Doe Frank Doe \$3,000,000				
08 Dec 10 to 07 Dec 11	Level rates	\$6.50	0.00%	\$6.50
Tax-exempt status maintenance				
\$216,669				
08 Dec 10 to 07 Dec 11	Level rates	\$7.25	0.00%	\$7.25
Single Life				
Nancy Doe \$2,572,223				
08 Dec 10 to 07 Dec 11	Level rates	\$5.33	0.00%	\$5.33
Single Life				
The Doe \$1,234,567				
08 Dec 10 to 07 Dec 11	Level rates	\$5.30	0.00%	\$5.30

J Some terms used in your statement

For further definitions or clarification please refer to your policy. If there are any inconsistencies, the terms of your policy will apply.

Types of accounts

Activity account
Money held in this account is used to pay for the cost of insurance. The balance is held until you build up enough funds to meet the minimum amount required for transfers to your selected investment accounts. The Activity account is not part of your investment mix. The daily interest earned on this account will never be negative.

Investment accounts
You have a variety of investment accounts to choose from:

- Daily interest account (DIA)
- Guaranteed interest accounts (GIAs)
- Accounts that are based on the performance of various indices
- Accounts that are based on the performance of various managed funds

Payments
This represents payments made into your policy fund.

Policy effective date
This is the date your policy began.

Tax-exempt status maintenance options
If the value of your policy fund exceeds the tax-exempt limit, we make an adjustment to your policy according to the maintenance option you selected. You've chosen one of the following options (it cannot be changed):

- **Increase** - We increase any basic insurance amount by the percentage required to maintain the tax-exempt status.
- **Increase and reverse** - We increase any basic insurance amount by the percentage required to maintain the tax-exempt status, and then we reverse these increases at future policy anniversaries as long as the policy will not lose its exempt status.
- **Retain** - We retain the amount of all basic insurance benefits so we will transfer any excess funds remaining in the policy fund at policy anniversaries to you or to your beneficiary.

Quarterly statements

If you receive a quarterly statement, here is a summary of some of the information that you will find.

My quarterly activity details

The details show you all of the transactions within the activity account and any investment accounts on a quarterly basis. This includes your monthly cost of insurance, payments made and interest. After the cost of insurance is paid, the remaining funds

are transferred according to your investment mix – if they meet the minimum transfer requirements.

Service account activity

We will show the service account activity over the statement period. If you do not have a balance in your service account you will still see the fund name on your statement.

Questions? We're here to help.

Talk to your advisor about Sun Life Financial today!

For more information:

Visit www.sunlife.ca

Call 1 877 SUN-LIFE/1 877 786-5433

We're dedicated to helping you achieve lifetime financial security.

Life's brighter under the sun



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