

Performance Annuity

AT A GLANCE

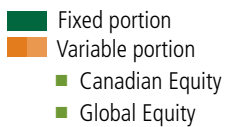
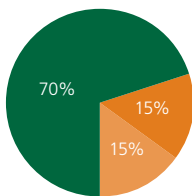
| Features | Custom solution | Pre-determined profiles |
|--|--|--|
| Minimum single premium | Registered and non-registered: \$25,000 (total for fixed and variable portions) Minimum per investment option: \$5,000 | Registered and non-registered: \$25,000 (total for fixed and variable portions) |
| Fixed portion | 100% less variable portion (If 100% fixed, then purchase a conventional annuity) | Conservative: 70% Growth: 40% Moderate: 60% Aggressive: 25% |
| Variable portion | Up to 100% | Conservative: 30% Growth: 60% Moderate: 40% Aggressive: 75% |
| Fixed vs. variable split | Fixed and variable portions apply either on the single premium or on the annuity income | |
| Investment options | <ul style="list-style-type: none"> ■ Money Market Index – FTSE TMX Canada 91-Day Treasury Bill Index ■ Canadian Bond Index – FTSE TMX Canada Universe Bond Index ■ Canadian Equity Index – S&P/TSX Composite Index (Total Return) ■ U.S. Equity Index – S&P 500 Total Return Index ■ Global Equity Index – MSCI World Free Net Index | 50% of the variable portion to each index: <ul style="list-style-type: none"> ■ Canadian Equity Index – S&P/TSX Composite Index (Total Return) ■ Global Equity Index – MSCI World Free Net Index |
| Management Expense Ratios | None | |
| Anticipated Investment Return (AIR) | Choice of four: 0%, 3%, 5% or 6% | Set at 5% |
| Annuity types | <ul style="list-style-type: none"> ■ Immediate or deferred ■ Single or joint life annuity <ul style="list-style-type: none"> – Guaranteed period available – Joint life annuity: on primary or first death, the income continues in full or at a reduced amount (percentage only, not a flat amount) to the surviving annuitant ■ Term Certain Annuity (to age 90 for registered annuities) ■ Enriched Annuity¹ (single or joint life) – guaranteed period available | |

¹ Our impaired annuity

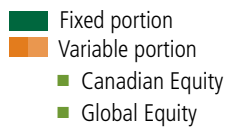
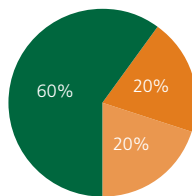
| Features | Custom solution | Pre-determined profiles |
|----------------------|---|-------------------------|
| Payments | <ul style="list-style-type: none"> Monthly, quarterly, semi-annual or annual payments Fixed portion: <ul style="list-style-type: none"> – Level (for pre-determined profiles) – Level, increasing or indexing to Consumer Price Index (for customized Performance Annuity) | |
| Taxation | Registered: Income payments are fully taxable Non-registered: Income payments are taxed on a non-prescribed basis | |
| Death benefit | <p>Before annuity commencement date</p> <ul style="list-style-type: none"> Fixed portion of the annuity payment: policyholder’s premium plus accumulated interest is paid to beneficiary Variable portion of the annuity payment: policyholder’s premium plus positive investment return is paid to the beneficiary; if the return is negative, policyholder’s full premium is paid to the beneficiary Joint life annuities: upon death of one of the annuitants, the annuity is converted to a single life annuity <p>After annuity commencement date (for Performance Annuity with a guaranteed period)</p> <ul style="list-style-type: none"> Registered single life annuities: payments continue to the spouse until the end of the guaranteed period, or a lump sum is paid in the absence of a spouse Non-registered single life annuities: payments continue to a named beneficiary, or a lump sum is paid to the estate Joint life annuities: if both spouses die within the guaranteed period, a lump sum is paid to the beneficiary | |

Performance Annuity pre-determined profiles

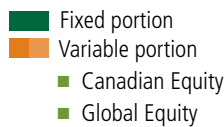
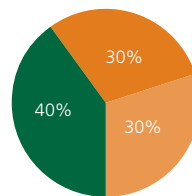
Conservative profile



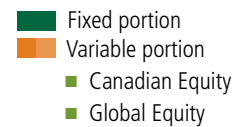
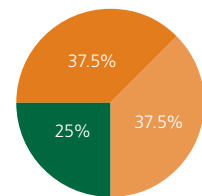
Moderate profile



Growth profile



Aggressive profile



Choose one of our pre-determined profiles or build a custom Performance Annuity for your clients.

For more information, please contact your sales team.



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The variable portion of the Performance Annuity premium is invested at the risk of the policyholder. Payments are made for a specified period or for as long as the annuitant is alive. In addition, if the policyholder selected a guaranteed period, payments will be made at least until the end of the guaranteed period. However, the amount of the variable portion of the payments is not guaranteed and will increase or decrease according to fluctuations in the investment options chosen.

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