

Product Summary

IAG Savings and Retirement Plan



Investments



Savings



Retirement Income

A partner you can trust.

inalco.com

For use by advisors



Product summary

The IAG Savings and Retirement Plan combines the Classic Series 75/75, Series 75/100 and the Ecoflex Series 100/100, which means added adaptability and flexibility in our investment options.

Your clients can benefit from a comprehensive savings plan that combines all of their goals: investing, saving for special projects, retirement savings and protection of their estate at death. With the Classic Series 75/75, your clients seeking higher returns have access to segregated funds, but with fees closer to those paid on mutual funds. By investing in Series 75/100, they can get complete protection in the event of death for an affordable cost. Lastly, your more cautious clients can continue to take advantage of the excellent guarantees offered by Ecoflex.

The IAG Savings and Retirement Plan ensures your clients of financial security not only during retirement, but also throughout their working/active life.

Plans offered

- › Non-registered savings plans
- › TFSA: Tax-Free Savings Account
- › RRSP: Registered Retirement Savings Plan
- › LIRA: Locked-In Retirement Account
- › Locked-In RRSP
- › RRIF: Registered Retirement Income Fund
- › LIF: Life Income Fund

Other investment options

- › RRSP loan (up to \$25,000)
- › Investment loan (\$500,000 maximum)
- › Dollar Cost Averaging (DCA): The policyholder invests the initial premium in the Money Market Fund. Every month, an amount pre-determined by the policyholder is automatically transferred from the Money Market Fund to be invested in funds the client has chosen. These transfers are made for a fixed 6- to 12-month period.

Maximum age at issue*

	Maximum age at issue
Non-registered savings plans/TFSA	90
RRSP and LIRA	71
RRIF and LIF (if transferred from an RRSP/LIRA)	71
RRIF and LIF (if transferred from a RRIF/LIF)	90

*The maximum age at issue may vary according to applicable legislation. For more information, see the *Information Folder* (F13-772A).



INVESTMENT VEHICLES

Guaranteed Interest Funds

- › Daily Interest Fund (DIF)
- › Fixed-Rate Guaranteed Interest Funds for terms of:
 - › 1 month (automatically renewable)
 - › 1 to 5 years
 - › 10 years
- › Progressive Rate Guaranteed Interest Funds of:
 - › 5 years

Series of funds

The IAG Savings and Retirement Plan consists of three series of segregated funds, each with its own guarantees and choice of funds:

- › Classic Series 75/75
- › Series 75/100
- › Ecoflex Series 100/100

To see the list of funds offered in each series and the fund codes, please refer to the document *F13-1000A: Funds Overview – Fund Codes and Management Expense Ratios (MER)*.

In all, there are 76 funds divided into 7 categories

- › Income funds
- › Diversified funds
- › Hybrid funds
 - › Canadian
 - › Global
- › Canadian equity funds
- › US and international equity funds
- › Specialty funds
- › 2 portfolio families
 - › Selection
 - › Focus

Each of these two families is composed of seven underlying funds. Selection and Focus funds are periodically rebalanced to maintain a target asset allocation based on the investor profile.

Life Investment

- › The Life Investment option, exclusive to Industrial Alliance, is equivalent to a single premium annuity and is only offered in a RRIF.
- › Initial investment of \$25,000

Information on interest rates

Applicable interest rates and returns are available at www.inalco.com.

Minimum investment in the funds

	Classic Series 75/75	Series 75/100	Ecoflex Series 100/100
Minimum initial investment	\$100	\$100	\$100
Subsequent minimum investments	\$100	\$100	\$100
Minimum per fund	\$25	\$25	\$25
Minimum PAC	\$25	\$25	\$25
RRIF and LIF contracts for all series		Guaranteed Interest Funds	
› Minimum initial investment	\$10,000	› Minimum initial investment	\$500
› Life Investment	\$25,000		
› Lump-sums or transfers	\$500		

Unit value

The unit value of each fund is determined every business day and is available on our website and on the extranet.

Management Expense Ratio (MER)

Management fee ratios fall between 1.34% and 4.48%, based on the series selected and each fund's risk level. For details on each fund's

MER, consult the *Information Folder* or *Fund Facts*, available in the Document Centre of the extranet.

Series 75/100 fees

Fees are calculated on December 31 of each year, after all transactions have been processed. One quarter of the fees is paid to the company quarterly, on the anniversary date of the series (or on the first Valuation Date following that date), through a surrender of the series' units. The series fee rate is based on the volatility of the funds.	Category of fee rate	Series 75/100 fee rate
	Category 1	0.10%
	Category 2	0.20%
	Category 3	0.30%

Ecoflex Series 100/100 fees

Fees are calculated on December 31 of each year, after all transactions have been processed. One quarter of the fees is paid to the company quarterly, on the anniversary date of the series (or on the first Valuation Date following that date), through a surrender of the series' units. The series fee rate is based on the volatility of the funds.	Category of fee rate	Ecoflex fee rate
	Category 1	0.25%
	Category 2	0.40%
	Category 3	0.50%
	Category 4	0.65%
	Category 5	0.75%

Sales Charge Options

Year units were surrendered	Deferred Sales Charge (DSC) fees as a percent of the current market value of units surrendered	Front-End Load Option
1st year	5.5%	A sales charge of up to 5% of the premium to be invested in the funds is negotiated by the policyholder and paid to his/her advisor. Refer to the <i>Information Folder and Contract (F13-772A)</i> for more information on fees applicable to Guaranteed Interest Funds.
2nd and 3rd years	5.0%	
4th and 5th years	4.0%	
6th year	3.0%	
7th year	2.0%	
8th and subsequent years	0%	

Surrenders

- › Minimum \$100 per surrender
- › If the Deferred Sales Charge (DSC) Option is selected, surrender fees may apply, except for surrenders made over the course of a calendar year which do not exceed the greater of: 1) 10% of the market value of the contract, minus the book value of the Life Investment, on the

last business day of the previous year, plus 10% of the premiums invested in the contract other than those invested in the Life Investment; or 2) the annual minimum RRIF withdrawal that must be made under the contract as prescribed by the *Income Tax Act* (Canada).

*The fee waiver on the 10% does not apply to surrenders made for transfer to another institution.

Transfers between funds

Transfers between funds within the same series are allowed with no transaction or surrender fees.

Transfer options at death

After the annuitant's death, the contract can be maintained in force for the successor annuitant so that he/she may continue to benefit from all the accumulated values. The successor annuitant can be named at any time prior to the annuitant's death, and can be the spouse when appointed "sole beneficiary" or "successor annuitant," or any other person appointed "successor annuitant." After the annuitant's death, the legal or common-law spouse can be declared the successor annuitant, even if not so designated beforehand.*

*Under certain conditions.

Administration

<i>Application</i>	F17A
<i>Electronic Application</i>	F17EA
<i>Your Investor Profile</i>	F51-122A
<i>Information Folder and Contract</i>	F13-772A
<i>Funds Facts</i>	F14-10A

Three series available, each offering unique guarantees under one single contract

Guarantees	Classic Series 75/75	Series 75/100	Ecoflex Series 100/100
Maturity Date of the Guarantee (T)	Set automatically to December 31 of the year in which the annuitant reaches age 100	Set automatically to December 31 of the year in which the annuitant reaches age 100	<ul style="list-style-type: none"> - If the policyholder's age is 57 or over at the time of the initial investment: The maturity date is automatically set to 15 years from the initial investment date - If the policyholder's age is under 57 at the time of the initial investment: The maturity date can be chosen by the policyholder and must: <ul style="list-style-type: none"> › fall between age 60 and 71, and › be at least 15 years from the initial investment date in the series
Guaranteed Value at Maturity the highest between the market value and:	› 75% of all premiums invested in the funds ⁽¹⁾	› 75% of all premiums invested in the funds ⁽¹⁾	<ul style="list-style-type: none"> › Over 15 years to maturity: 100% of deposits⁽¹⁾ (75% if annuitant is ≥ age 72⁽¹⁾) › 15 years or less to maturity: 75% of new deposits⁽¹⁾
Death Benefit Guarantee the highest between the market value and:	› 75% of all premiums invested in the funds ⁽¹⁾	<ul style="list-style-type: none"> › 100% of deposits made before age 80⁽¹⁾ › 75% of deposits made at or after age 80⁽¹⁾ 	<ul style="list-style-type: none"> › 100% of deposits made before age 80⁽¹⁾ › 75% of deposits made at or after age 80⁽¹⁾
Resets to the Guaranteed Minimum Value	No resets allowed	Guarantee at maturity: › No resets allowed Guarantee at death: › Client may request one reset per year up to age 80	Guarantee at maturity: › Over 15 years to maturity: Increases up to four times per year if resets are requested by the client › 15 years to maturity: Automatic reset › Less than 15 years to maturity: No resets allowed Guarantee at death: › Over 15 years to maturity: Client can request resets up to four times per year › 15 years or less to maturity: Automatic reset › Less than 15 years to maturity: Client can request a reset one time per year up to age 80

⁽¹⁾Reduced in proportion to surrenders

For more details, please see the *IAG Savings and Retirement Plan Information Folder and Contract* (F13-772A) or the Product Guide available in the Document Centre of the extranet.