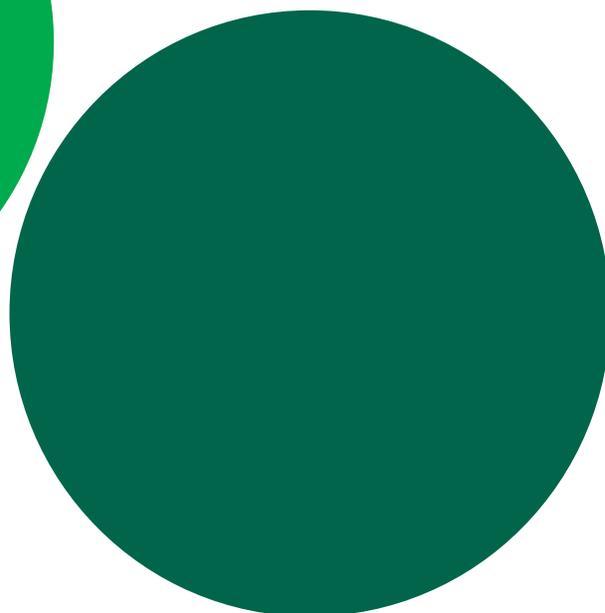




# Outstanding turnkey portfolios



With its Smart Beta Plus, Strategy and Celestia portfolio fund families, SSQ Insurance offers valuable turnkey investment solutions.



# Smart Beta Plus, Strategy and Celestia portfolios

These three portfolios were constructed on similar foundations. SSQ GIF portfolios are designed to offer similar investments to those of major pension funds. Made up of different individual funds and providing exposure to bonds and equities, SSQ GIF portfolios give you privileged access to world reputable managers. They also include a percentage of specialized investments in non-traditional asset classes that you won't find in other funds available on the market. However there are major differences between them which allow them to meet a wide variety of investor needs.

## How do SSQ GIF portfolios reach their objectives?



SSQ Smart Beta Plus Portfolios GIF follow a core-satellite approach that combines Smart Beta strategies with active strategies. Smart Beta strategies offer lower volatility, maximum diversification and higher risk-adjusted returns, while active strategies aim to outperform their benchmarks.

SSQ Strategy GIFs are mainly made up of traditional assets and rely primarily on capital growth to generate returns on equity.

SSQ Celestia GIFs are not only made up of traditional assets but they are **geared towards income generation** and therefore aim to generate a larger share of their returns through funds focused on income rather than relying solely on capital growth.

These families are suitable for investors in the accumulation phase as well as investors nearing the income withdrawal phase who are concerned about the erosion of their wealth. This is why the three families of funds offer four fund versions for Smart Beta Plus and 5 versions for each of Strategy and Celestia.

Through a judicious allocation of fixed income and variable income securities, the funds of each family come with risk levels that correspond to the different investor profiles:

- The **conservative portfolio funds** aim to provide a stable income while preserving capital.
- The **balanced portfolio funds** aim to generate a regular income and ensure some growth in capital in the long term.
- The **growth portfolio funds** were designed to generate long-term growth and a steady income.
- The **aggressive portfolio funds** aim to obtain superior long-term growth and generate a steady income.
- The **100% Equity portfolio funds (Strategy and Celestia)** aim to obtain superior long-term growth with fully equity based investments.

## SSQ GIFs also share the following features:

- Each fund is well diversified by asset class, region, sector and market capitalization and offers complementary management styles.
- Every fund is composed entirely of funds managed by external investment managers who give preference to active management.
- Every fund is rebalanced to its target allocation on a quarterly basis and/or as soon as the allocation to an asset class deviates by more than 5% from its target.



## A wide variety of income-generating investment opportunities

The notion of regular income suggests the use of fixed-income securities such as bonds. However, other investments such as dividend-paying stocks can provide a regular income.

Examples of underlying fund holdings	Smart Beta Plus	Strategy	Celestia
Government and investment-grade corporate bonds	++	++	++
High-yield corporate bonds	+	+	++
Common growth-style shares	++	++	+
Common dividend-paying shares	+	+	++
Common infrastructure shares			++
Income trusts (e.g., real estate investment trusts (REITs))		+	++

The creation of a portfolio focused on income generation is based on creating a balance between maximizing returns and obtaining a satisfactory total return. **SSQ GIFs are constructed on the basis of a multiple income approach based on good diversification of income sources.**

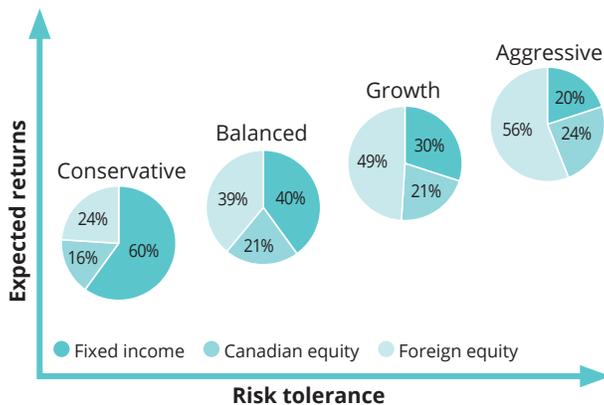
## Advantages of income generation

**The focus on income within investment portfolios has several advantages:**

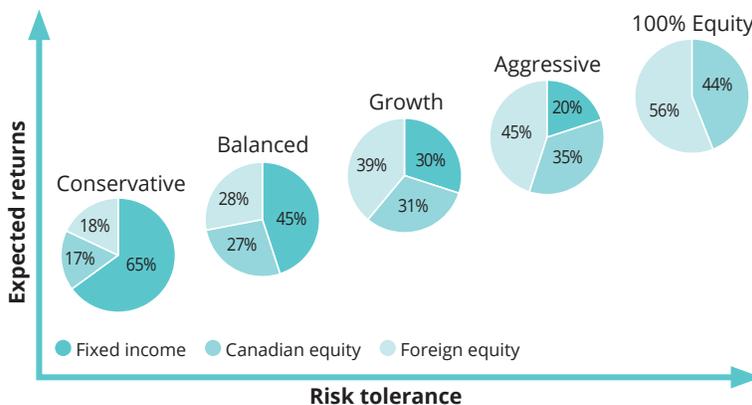
- This strategy can provide protection against interest rate hikes by using bonds with varying maturities.
- In an actively managed portfolio, it is an excellent solution for investing in equities while being exposed to less risk.
- It is possible to obtain stable returns whether or not there is an increase in share price. For example, the return from dividends improves portfolio returns when markets are up, and protects its value when markets are down.
- This investment diversifies the portfolio through exposure to multiple sources of return while maintaining the potential for growth. For example, bonds issued by companies that are less financially sound are great opportunities to improve performance.

# Allocation of guaranteed investment funds (GIF)

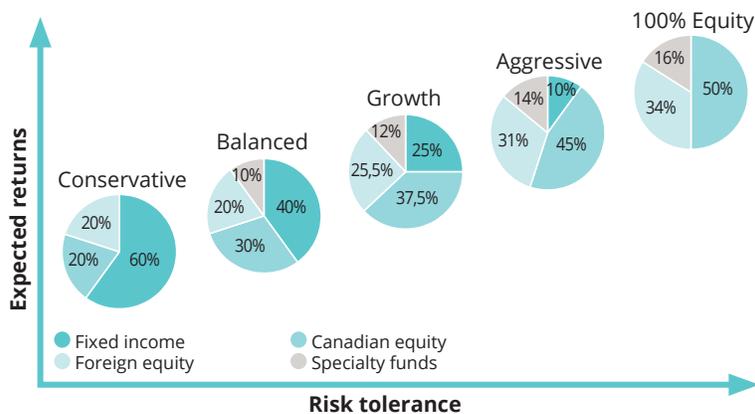
Target asset allocation for SSQ Smart Beta Plus Portfolios GIF profiles



Target asset allocation for SSQ Strategy GIF portfolio profiles



Target asset allocation for SSQ Celestia GIF portfolio profiles



Fund manager	Asset class	Management style	Region
<b>Fixed income</b>			
Fiera Capital	Short-term fixed income	-	Canada
Fiera Capital	Universe bonds	-	Canada
AlphaFixe	Bonds and bank loans	-	North America
CI Global Asset Management	Corporate bonds	-	North America
PIMCO	Bonds	-	Global
TOBAM	Investment grade bonds	-	Global
TOBAM	High-yield bonds	-	Global
<b>Total fixed income</b>			
<b>Canadian equity</b>			
Guardian	Large cap	Income-oriented	Canada
Jarislowsky Fraser Limited	Large cap	Value	Canada
Triasima	Large cap	Core	Canada
Fiera Capital	Small cap	Growth at reasonable price (GARP)	Canada
<b>Total Canadian equity</b>			
<b>Foreign equity</b>			
Hillsdale Investment Management	All cap	Core	United States
C WorldWide Asset Management	Large cap	Growth at reasonable price (GARP)	International
TD	Large cap	Income-oriented	Global
Fiera Capital	Large cap	Growth at reasonable price (GARP)	Global
GQG Partners	Large cap	Quality at reasonable price	Global
Fisher Investments	Small cap	Value	Global
TD	Large cap	Low volatility	United States
TD	Large cap	Low volatility	Global
<b>Total foreign equity</b>			
<b>Specialty funds</b>			
Lazard Asset Management	Infrastructure	Value	Global
CI Global Real Estate	Real estate	Value	Global
<b>Total specialty funds</b>			
<b>TOTAL</b>			

SSQ Smart Beta Plus portfolios GIF				SSQ Strategy GIF					SSQ Celestia GIF				
Conservative	Balanced	Growth	Aggressive	Conservative	Balanced	Growth	Aggressive	100% Equity	Conservative	Balanced	Growth	Aggressive	100% Equity
-	-	-	-	10	5	-	-	-	10	5	-	-	-
-	-	-	-	27.5	20	15	10	-	16	10.5	7.5	5	-
52	28	17.5	10	27.5	20	15	10	-	14	8	5.5	-	-
-	-	-	-	-	-	-	-	-	8	6.5	5	-	-
-	-	-	-	-	-	-	-	-	12	10	7	5	-
8	8.5	9	6.5	-	-	-	-	-	-	-	-	-	-
-	3.5	3.5	3.5	-	-	-	-	-	-	-	-	-	-
<b>60</b>	<b>40</b>	<b>30</b>	<b>20</b>	<b>65</b>	<b>45</b>	<b>30</b>	<b>20</b>	<b>-</b>	<b>60</b>	<b>40</b>	<b>25</b>	<b>10</b>	<b>-</b>
-	-	-	-	-	-	-	-	-	8	12	15.5	18	20
-	-	-	-	7	9	10	11	14	6	9	11	13.5	15
16	21	21	24	10	13	15	17	21	6	9	11	13.5	15
-	-	-	-	-	5	6	7	9	-	-	-	-	-
<b>16</b>	<b>21</b>	<b>21</b>	<b>24</b>	<b>17</b>	<b>27</b>	<b>31</b>	<b>35</b>	<b>44</b>	<b>20</b>	<b>30</b>	<b>37.5</b>	<b>45</b>	<b>50</b>
-	-	-	-	3	4	8	8	10	4	4	4.5	6	6.5
-	-	-	-	3	4	8	8	10	4	4	4.5	6	6.5
-	-	-	-	-	-	-	-	-	6	6	8.5	10	11
-	-	-	-	6	7.5	8.5	11	14	3	3	4	4.5	5
-	-	-	-	6	7.5	8.5	11	14	3	3	4	4.5	5
-	-	-	-	-	5	6	7	8	-	-	-	-	-
14	18	19	18	-	-	-	-	-	-	-	-	-	-
10	21	30	38	-	-	-	-	-	-	-	-	-	-
<b>24</b>	<b>39</b>	<b>49</b>	<b>56</b>	<b>18</b>	<b>28</b>	<b>39</b>	<b>45</b>	<b>56</b>	<b>20</b>	<b>20</b>	<b>25.5</b>	<b>31</b>	<b>34</b>
-	-	-	-	-	-	-	-	-	-	5	6	7	8
-	-	-	-	-	-	-	-	-	-	5	6	7	8
-	-	-	-	-	-	-	-	-	-	<b>10</b>	<b>12</b>	<b>14</b>	<b>16</b>
<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

# Advantages of our portfolio funds

In sum, SSQ GIFs provide investors and advisors with the following benefits:

1. **Simplicity:** A simple investment solution that offers optimal diversification in a single product (and a single transaction).

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2. **Automatic rebalancing:** The investor's objectives and portfolio allocation are respected at all times, thus freeing up time for the advisor to develop current and future client bases.

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3. **Optimal diversification:** Optimized asset allocation through diversification by asset class, region, sector, market capitalization as well as complementary management styles (growth vs. value, bottom-up vs. top-down, fundamental vs. quantitative).

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4. **Ongoing monitoring:** Monitoring is carried out by a team of specialists. This team closely monitors fund managers and is proactive in the addition and withdrawal of funds within the Smart Beta Plus portfolios, Strategy and Celestia families of funds.

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5. **Reassuring solution:** Diversified investments are grouped together in a single fund (single line on the client's investment statement), which can reduce a tendency often observed and related to behavioural finance: when clients have several funds in their portfolio, they will lean toward replacing the funds that underperform (in absolute terms) with funds that performed best (in absolute terms)—a situation that distances the client from the principle of diversification.

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6. **Accent on income generation:** The integration of funds focused on income generation helps stabilize the performance of the portfolios, thanks in part to the CI Corporate Bond Fund, PIMCO Monthly Income Fund and TD Global Dividend Equity Fund in SSQ Celestia GIFs.

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7. **Preferential access and complete independence:** Access to certain reputable managers normally reserved for large pension funds and complete independence in the selection of external managers: SSQ Insurance has no internal portfolio management team or investment subsidiary, nor does it have any financial interest in an investment management firm.

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8. **Growth potential:** Higher growth potential thanks in part to the Fiera Capital Canadian Small Cap Equity Fund under the Balanced to Aggressive versions of the SSQ Strategy GIFs.

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9. **Capital protection:** Capital protection against future interest rate hikes via investments in the AlphaFixe Bond and Bank Loan Fund and in the Fiera Capital Short-Term Bond Fund under both of the SSQ Strategy and Celestia GIFs.

# Proactive and ongoing monitoring

In addition to all these advantages, your efforts are backed by SSQ Insurance's Fund Offering Committee and the external portfolio managers it has selected.

When the Committee makes the decision to modify the portfolio fund composition, it thoroughly analyzes all the funds available on the platform in order to optimize its choice of managers in each asset category. The ultimate goal is to obtain performance that is stronger, yet stable in different market environments.

The SSQ GIF portfolios include funds from different asset classes and managed by different managers, resulting in balanced multi-management funds. It's like having an entire team of managers at work for the investor, each one in their area of expertise.



With SSQ GIF portfolios, you'll enjoy peace of mind thanks to the number of experts working for you.

## Roles of stakeholders involved in the investment process

### You and your client

Identification of investor profile and choice between the Smart Beta Plus, Strategy and Celestia products



#### Result:

Asset class allocation - fixed income and equity

### SSQ Insurance

Optimized asset allocation of the portfolio funds



#### Diversification by:

- Asset class
- Region and sector
- Market capitalization
- Management style

### Portfolio manager

Underlying fund portfolio management



#### Composition of the portfolio of underlying funds:

- Choice of regions
- Choice of sectors and industries
- Choice of individual securities



Please contact your SSQ Insurance representative for more information about our GIFs.

# Reputable managers

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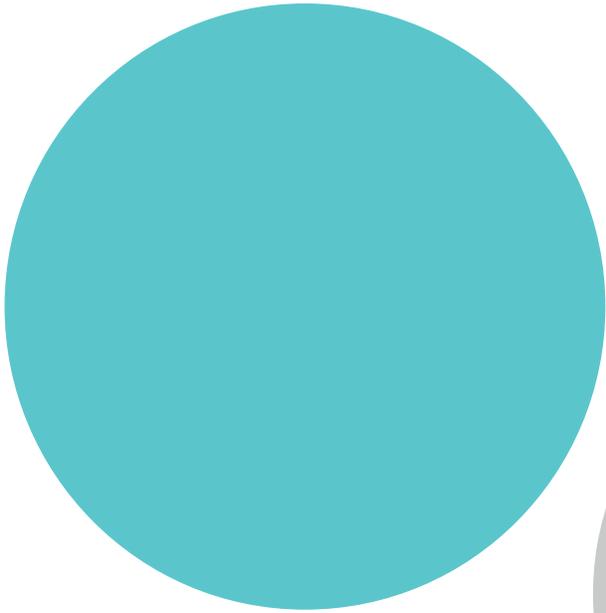
  
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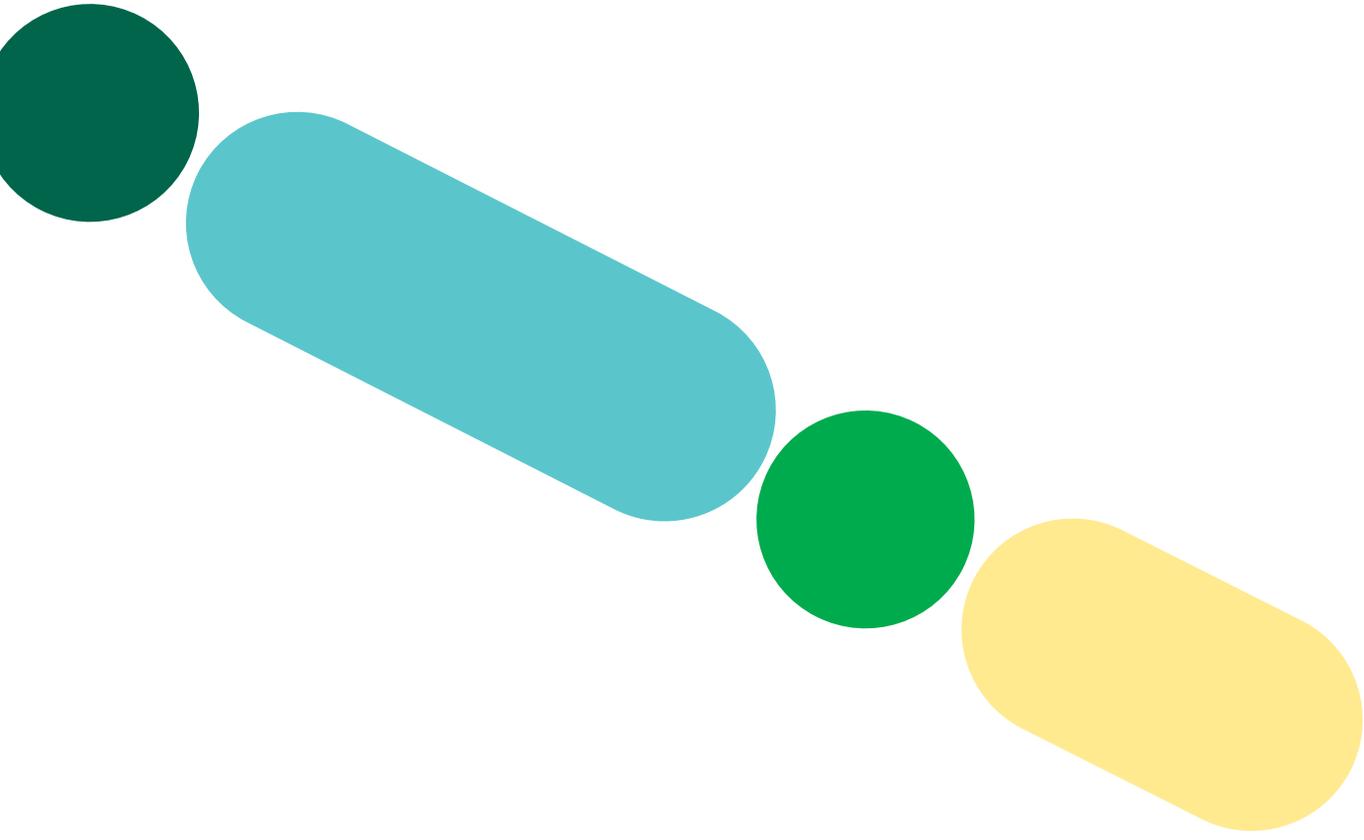
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**Quebec Sales Office**

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**Client Services**

2515 Laurier Boulevard  
P.O. Box 10510, Stn. Sainte-Foy  
Quebec City QC G1V 0A3

Tel.: 1-800-320-4887

Fax: 1-866-559-6871

[service.inv@ssq.ca](mailto:service.inv@ssq.ca)

**[ssq.ca](http://ssq.ca)**