

Versatile Portfolios Navigator™

Guide to understanding



Investments. Insurance. Advice.

 **co-operators®**
Investing in your future. Together.™

Life is constantly changing, bringing unexpected expenses for your home or family, or changes in your job or career. Versatile Portfolios Navigator was designed with this in mind. It offers a group of diverse investments and guarantees that are only available with segregated funds, to ensure you're financially prepared for whatever the future brings.

We understand that everyone has a different path to reaching their personal savings and retirement goals. Versatile Portfolios Navigator provides choices, so you can decide the path that's best for you.

Segregated funds are only available from life insurance companies. They are named for the fact that their assets are held separate (or segregated) from the general assets of the company.

To help meet your investing needs, we carry all types of savings plans, including Registered Retirement Savings Plans (RRSPs) and Tax-Free Saving Accounts (TFSA's), as well as customizable retirement income plans to provide you with a comfortable retirement.

Discover the benefits of segregated funds

With ongoing market turbulence, the security of expertly chosen segregated funds can be a welcome addition to any investment portfolio. While fund values will fluctuate with the market, you'll have peace of mind knowing that your principal investment is guaranteed at maturity or death. The amount of the guarantee is based on the guarantee level you choose. Whatever decision you make, you can rest assured you have put your hard-earned money in the right place.

As a bonus, automatic resets* of maturity and death benefits means you never have to contact your Co-operators financial representative to lock in any investment growth at the new, higher level. For everything else, your Co-operators financial representative is always a call or click away.

With so many benefits, it won't take long to understand why people choose Versatile Portfolios Navigator to help them reach their investment goals.

Explore your investment options

When it comes to investing, there's no shortage of choice. We simply make it easier by allowing you to choose from our predetermined portfolios that are professionally managed and arranged according to your personal risk level. You can also enhance your selection with individual segregated funds available such as fixed-income, balanced, Canadian-equity, foreign-equity funds.

Portfolio funds

The portfolio approach lets you invest with confidence. Each portfolio has a diverse mix of expertly chosen funds and is monitored to determine if the rebalancing of funds is necessary. Rebalancing is important in keeping your investments in line with your goals. To help you with your investment decisions, we've designed an Investment Profile Questionnaire that matches your personal investing style to the right portfolio. It's quick and easy to fill out, so don't worry if your personal or financial situation changes. An annual review of your investment profile is a good idea.

Other funds

In addition to portfolio funds, we offer a wide range of individual segregated funds through Versatile Portfolios Navigator. You can build your own personalized portfolio by choosing from fixed-income, balanced, Canadian- or foreign-equity, and responsible investment funds. All our segregated funds are based on the markets and may increase or decrease in value. For this added risk of investing in a market-based fund, there is also extra potential. Refer to the Fund Facts for a complete description of the available funds.

Guaranteed investment options

If you're a "safety investor," with a very low risk tolerance and are concerned about market volatility, a Variable Rate Option (VRO) or Guaranteed Rate Option (GRO) may be the right choice for you. These investments offer a guaranteed interest rate and can be an excellent short-term savings tool or emergency-savings fund.

* Automatic resets are only available on certain guarantee levels. Talk to your Co-operators financial representative to learn more about the options available.



Segregated fund guarantee levels

Versatile Portfolios Navigator comes with both maturity and death-benefit guarantees. The amount guaranteed depends on the guarantee level you choose. We recognize that life is constantly changing and that the guarantee level you choose today may not be the right choice in the future; therefore, we provide the option to transfer** between guarantee levels up to three times in your lifetime.

***In order to qualify for this option, you must transfer the entire amount in the policy, with your investment selections and sales charge option remaining the same.*

75/75

The 75/75 option means that 75% of your total deposits are guaranteed upon maturity (per the latest maturity age described in the Policy) and death.

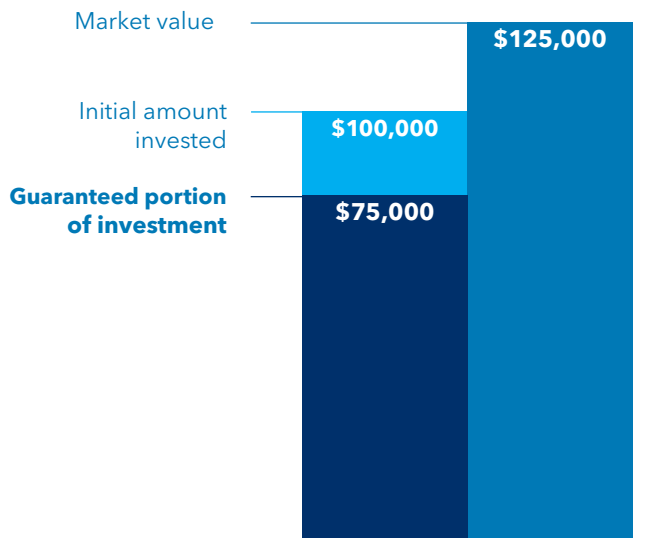
Therefore, if your investments have been impacted by poor market conditions, you are guaranteed to receive 75%*** of your investment deposits when your policy matures.

How secure are segregated funds?

As an example, let's say that you invested \$100,000 with the 75/75 guarantee. Here are two scenarios:

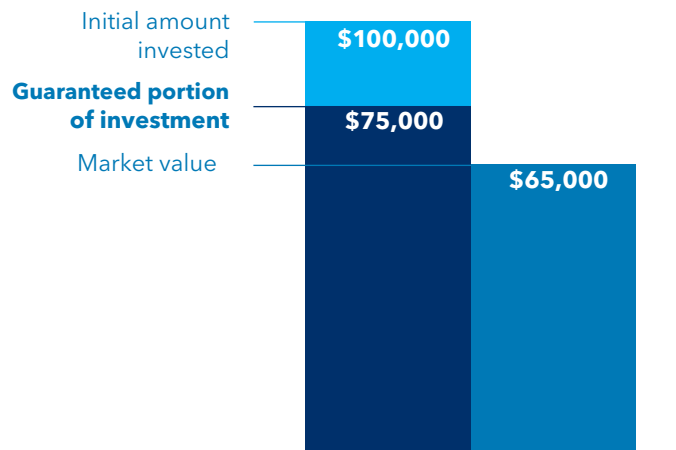
Scenario 1

If your investment portfolio performs very well, and your fund grows to \$125,000, you or your designated beneficiary will receive the full market value of your investment: \$125,000. That's despite being guaranteed for only \$75,000.



Scenario 2

If the markets haven't performed very well, and the market value of your fund drops to \$65,000 you will receive the guaranteed amount of \$75,000.



75/100

The 75/100 guarantee means that 75%*** of your total investment deposit is guaranteed upon maturity and 100%*** is guaranteed upon death.

Setting your maturity date

The default maturity date for this guarantee level is age 106, or the latest maturity age described in the policy. You can select a maturity date that is at least 15 years or longer from the policy issue date, up to age 106 or the latest maturity age as described in the policy. For example, if you begin investing in your segregated fund on September 15, 2020, the earliest your fund could mature is September 15, 2035. Otherwise, you can choose any date after that.

Maturity guarantee

We guarantee that 75% of your deposits will be paid on the maturity date of your policy, even if the markets have underperformed. See the scenarios described under the 75/75 guarantee level.

Death-benefit guarantee

Your designated beneficiary is guaranteed to receive:

- 100% of any deposits you have made to segregated funds prior to age 80
- 75% of any subsequent deposits to segregated funds that you have made after age 80
- any investment earnings

As an example, if you make a \$10,000 deposit at age 40 and regular contributions until age 80, the death-benefit guarantee protects 100% of those funds.

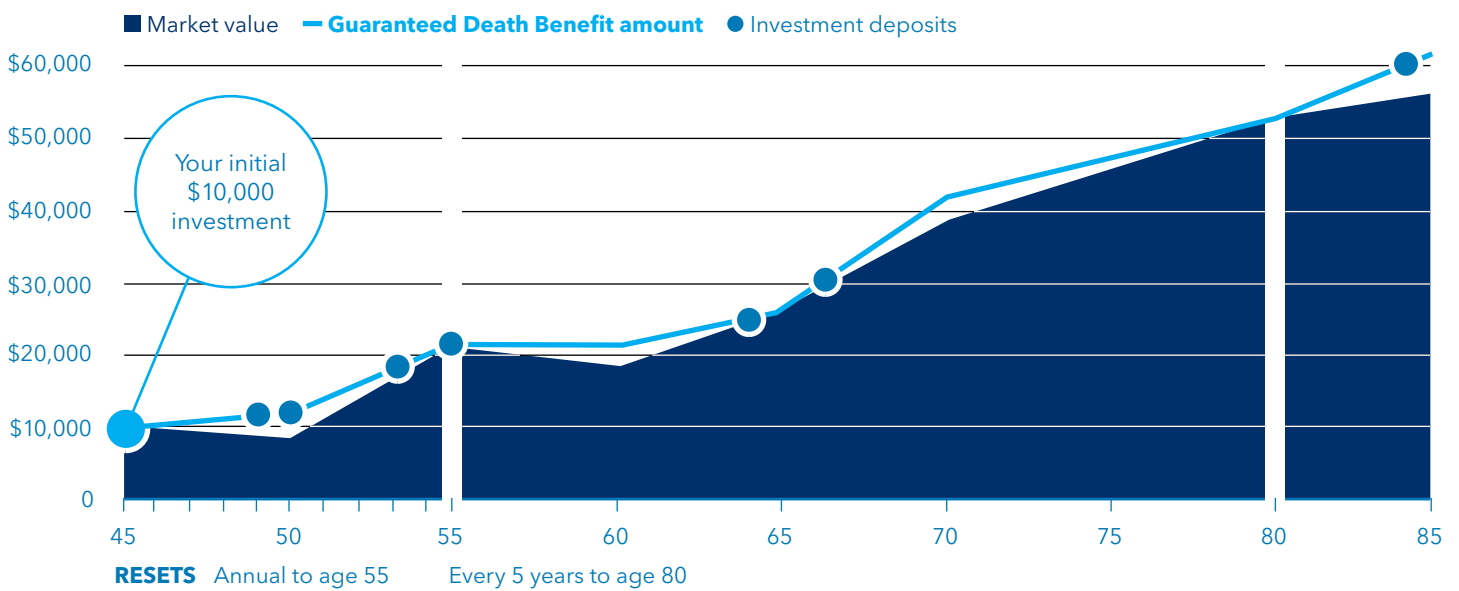


Death-benefit resets

With this guarantee level, your death benefit is automatically reset every year until age 55, and then every five years between age 55 and 80. As your investments grow, the reset locks in that growth and the new value becomes your new death-benefit amount.

How death benefit resets work

Let's say that you purchased a segregated fund for \$10,000 at age 45. The following chart shows how the death-benefit reset protects you from market fluctuations. In cases where the market performs poorly, your death benefit would be your last reset value versus the smaller current market value.



In this example, if you were to pass away at age 84, your beneficiary would receive \$61,260 (the guaranteed death benefit) rather than the \$55,140 market value of the policy.

With the guaranteed death benefit, you're always protected. If the total market value of the fund has increased, you'll receive the guaranteed amount plus those gains. If the market value has decreased, you are guaranteed the amount of your last reset plus any new deposits since then.

100/100

The 100/100 guarantee means that 100%*** of your total investment deposit is guaranteed upon maturity and 100%*** is guaranteed upon death.

The default maturity date for this guarantee level is age 106, or the latest maturity age as described in the policy. You can select a maturity date that is at least 15 years or longer from the policy issue date, up to age 106 or the latest maturity age as described in the policy. For example, if you begin investing in your segregated fund on September 15, 2020, the earliest your fund could mature is September 15, 2035. Otherwise, you can choose any date after that.

Maturity-benefit guarantee

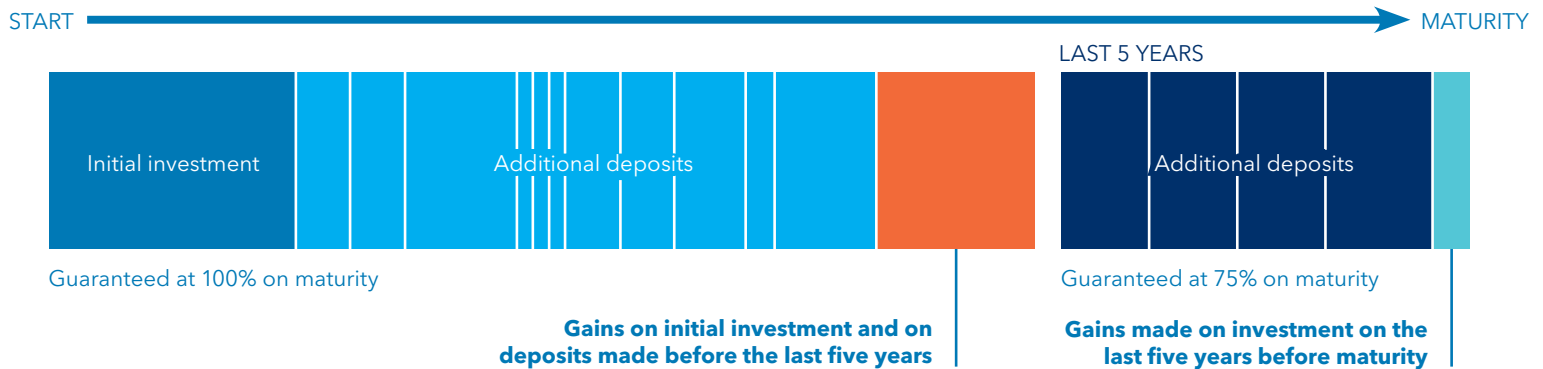
Upon your policy maturity date, you are guaranteed to receive:

- 100% of any deposits that you have made to segregated funds up to five years prior to the maturity date
- 75% of any subsequent deposits made to segregated funds in the five years leading up to the maturity date
- any investment earnings locked in by resets

How the 100% maturity-benefit guarantee works

When you reach your policy maturity date, you will receive 100% of your initial investment, any additional deposits made up until five years before your policy maturity date, plus any additional amount that your investments made. You're also guaranteed 75% of any deposits made in the five years before your policy maturity date, along with any gains on those deposits.

LIFESPAN OF YOUR INVESTMENT



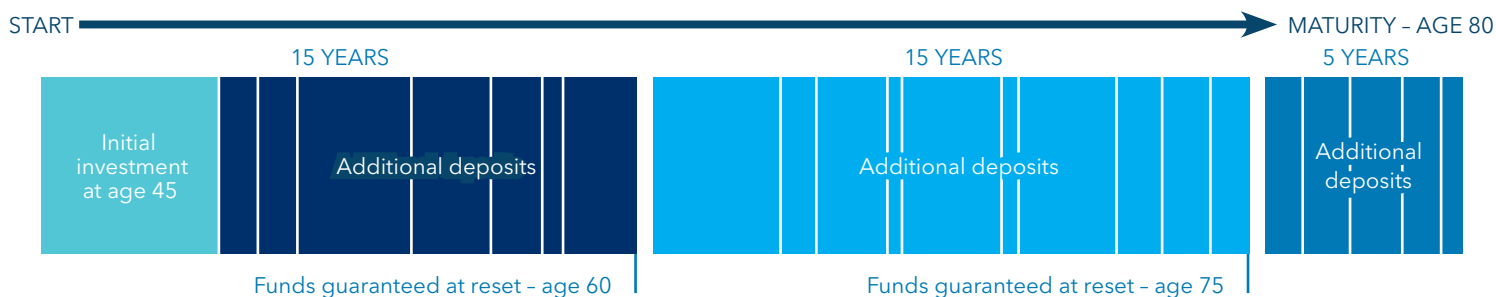
Maturity-benefit reset

An additional feature of the 100/100 guarantee level is that the maturity benefit automatically resets every 15 years. This means that any increase in your funds is locked in and your maturity guarantee is calculated based on the new value.

How the maturity-benefit reset works

Let's say that you invest \$50,000 at age 45, and you make regular deposits over time. Your first maturity-benefit reset happens at age 60, which is 15 years after your initial deposit. Your next reset is at age 75; At this time, your funds are locked in at \$92,000 and you are guaranteed to receive this amount at age 80, even if the markets underperform during the five years before policy maturity.

LIFESPAN OF YOUR INVESTMENT



Death-benefit guarantee

Your designated beneficiary is guaranteed to receive:

- 100% of any deposits you have made to segregated funds before you reach age 80
- 75% of the additional deposits to segregated funds you made after age 80
- any investment earnings locked in by resets

For an illustration of the death benefit guarantee, see the chart under the 75/100 guarantee level.

Death-benefit reset

With this guarantee level, an automatic annual reset occurs up until age 55 and then every five years between age 55 and 80. If your investments grow, the reset locks in that increased value and the new value becomes the base amount for your guarantee.



For details on additional features of Versatile Portfolios Navigator, see your Information Folder.

***Reduced proportionally by any withdrawals or transfers/switches from segregated funds.

Versatile Portfolios™



This guide is intended to help you understand the Versatile Portfolios Navigator™ Policy issued by Co-operators Life Insurance Company. This document is not an insurance contract or an offer to insure. While every effort has been made to ensure accuracy, if there is a difference between this document and the Policy, the terms of the Policy will apply. Not all products are available in all provinces. Versatile Portfolio Navigator™ is administered by Co-operators Life Insurance Company. Maturity and death benefit guarantees are not available upon surrender of the segregated fund policy and are proportionally reduced by any withdrawals from or investment transfer out of the segregated fund. Subject to any applicable death and maturity guarantee, any part of the premium or other amount that is allocated to a segregated fund is invested at the risk of the policyholder and may increase or decrease in value. Co-operators Life Insurance Company is committed to protecting the privacy, confidentiality, accuracy and security of the personal information that we collect, use, retain and disclose in the course of conducting our business. Please visit www.cooperators.ca/en/PublicPages/Privacy.aspx for more information. Versatile Portfolios Navigator is a trademark of Co-operators Life Insurance Company. Co-operators® is a registered trademark of The Co-operators Group Limited. © 2021 Co-operators Life Insurance Company. W2005 (08/21)