

# UNIVERSAL LIFE INSURANCE

## CONSERVATIVE STRATEGY ACCOUNT

**SSQ** Financial Group

Values in the right place

This account is linked the performance of the SSQ Conservative Strategy GIF. When you choose this account, you do not acquire an interest in this designated fund or purchase any units or legal interest in any security.

### What does this fund invest in?

The fund is invested mainly in Canadian fixed-income securities issued by federal, provincial and municipal governments as well as blue chip companies. It is also invested in the equities of large-cap Canadian, U.S. and international companies.

### Quick facts as at September 30, 2018

|                         |                               |
|-------------------------|-------------------------------|
| Name of designated fund | SSQ Conservative Strategy GIF |
| Date fund created       | December 7, 1998              |
| Total asset value       | \$111.41 million              |
| Fund managers           | Multi-Managers                |

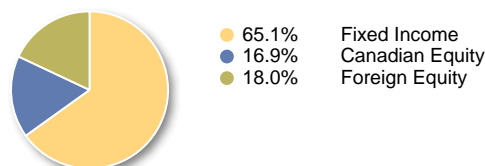
### Risk Level

|     |               |        |                |      |
|-----|---------------|--------|----------------|------|
| Low | Low to medium | Medium | Medium to high | High |
|-----|---------------|--------|----------------|------|

### Top 10 investments as at September 30, 2018

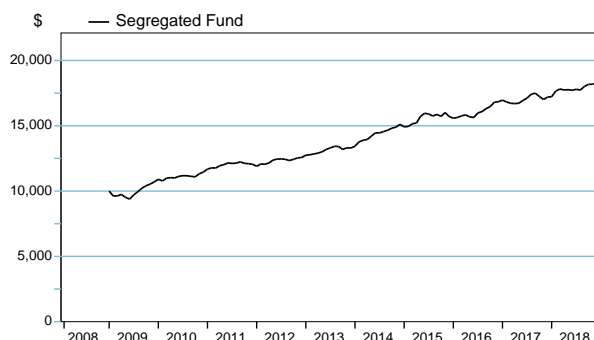
|   |                |
|---|----------------|
| SSQ Fiera Capital Bond Fund             | 27.60%         |
| AlphaFixe ReturnPlus Fund               | 27.56%         |
| SSQ Fiera Capital Short Term Bond Fund  | 10.01%         |
| SSQ Triasima Can. Equity Fund           | 9.94%          |
| JFL Canadian Value Equity Fund          | 6.95%          |
| Fiera Capital Global Equity Fund        | 5.98%          |
| Hexavest All-Country Global Equity Fund | 5.96%          |
| SSQ C WorldWide Int. Equity Fund        | 3.01%          |
| SSQ Hillsdale U.S. Equity Fund          | 2.99%          |
| <b>Total</b>                            | <b>100.00%</b> |

### Asset mix as at September 30, 2018



### Growth of a \$10,000 investment

This graph shows how a \$10,000 investment in the SSQ Conservative Strategy GIF would have varied.



### Credited return

The interest rate credited to the accumulation fund is 100% of the compounded return of the designated fund, including any dividends and converted into Canadian dollars where applicable, minus the guaranteed annual fees shown in the universal life insurance policy.

### Guaranteed annual fees

2.75%

### Fund returns (%) as at November 30, 2018

#### Annual compound returns

| Year to date | 1 month | 3 months | 1 year | 3 years | 5 years | 10 years |
|--------------|---------|----------|--------|---------|---------|----------|
| 0.87         | 1.21    | -2.32    | 0.47   | 4.34    | 5.20    | 6.39     |

#### Calendar year returns

| 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009  | 2008  |
|------|------|------|------|------|------|------|------|-------|-------|
| 6.25 | 5.46 | 4.09 | 9.03 | 8.09 | 6.24 | 1.78 | 8.27 | 13.14 | -6.17 |

Past performance is not necessarily indicative of future returns.

Guaranteed annual fees related to a universal life account are not deducted from the fund returns shown.

For credited return and annual fees of other universal life product versions, please refer to the "Investment Options" provision of the policy.