

# UNIVERSAL LIFE INSURANCE

## GUARDIAN CONSERVATIVE MONTHLY INCOME ACCOUNT

**SSQ** Financial Group

Values in the right place

This account is linked the performance of the SSQ Conservative Monthly Income 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.

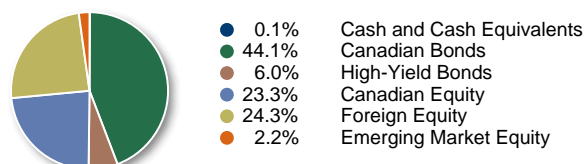
### What does this fund invest in?

The fund is invested in units of the Guardian Managed Yield Portfolio Fund, which is invested mainly in Canadian fixed-income securities issued by federal, provincial and municipal governments as well as 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 Guardian Conservative Monthly Income GIF
Date fund created	June 12, 2015
Total asset value	\$21.01 million
Fund managers	Guardian Capital LP

### Asset mix as at September 30, 2018



### Risk Level

Low	Low to medium	Medium	Medium to high	High
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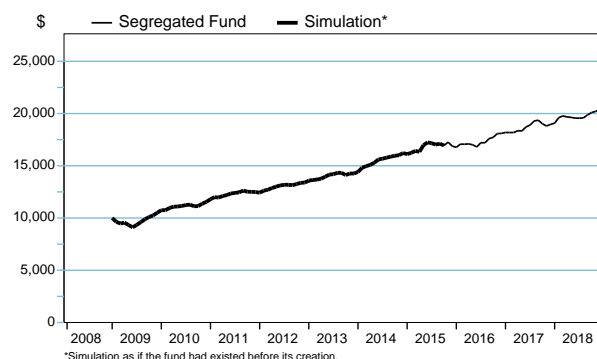
### Top 10 investments as at September 30, 2018

Guardian Canadian Bond Fund	25.84%
Guardian Short Duration Bond Fund	15.32%
Guardian Global Dividend Growth Fund	12.84%
Guardian Equity Income Fund	9.86%
Guardian Fundamental Global Equity Fund	9.41%
Guardian Canadian Equity Fund	6.42%
Guardian High Yield Bond Fund	5.98%
Guardian Canadian Growth Equity Fund	3.85%
Guardian Canadian Focused Equity Fund	3.19%

**Total** **92.71%**

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

This graph shows how a \$10,000 investment in the SSQ Guardian Conservative Monthly Income 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

3.00%

### 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
1.36	1.54	-2.06	0.86	5.35	5.91*	7.73*

#### Calendar year returns

2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
7.19	7.38	4.60*	8.33*	9.57*	7.01*	6.33*	9.18*	15.94*	-7.15*

\*Returns shown are for illustration purposes only. Actual fund performance may vary.

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.