

Investment Options Comparison

Universal Life Insurance or GIAs or Segregated Funds

Universal life insurance is a product that optimizes the interrelation between the performance of the policy accumulation fund and the cost of insurance coverage. This product has Level T100 and yearly renewable term (YRT) cost of insurance options.

When to choose universal life insurance?

| | Universal Life | GIA | Segregated Fund |
|----------------------------------|--|--|--|
| Description | This product combines life insurance and tax-sheltered savings to give your clients coverage adapted to their changing needs | This product grows savings in short- and long-term options, in taxable or tax-sheltered vehicles | This product pools the savings of several investors to purchase a variety of investments |
| Advantages | Option of changing the investment vehicle and amount invested Guaranteed annual bonus, 1% as of the 6th policy anniversary Diversified investments | Capital and interest are 100% guaranteed Fixed and competitive interest rates | Diversified investments designed to reduce risk Guaranteed upon maturity and death |
| How It Works | Combines life insurance and tax-sheltered savings in one contract In a portfolio, this option provides a balance between income and stock funds, corresponding to conservative or high-risk profiles ¹ | Amounts are invested at a fixed and guaranteed interest rate based on the term | Finds a balance between income and stock funds, corresponding to conservative or high-risk profiles ¹ |
| Investment options at SSQ | Broad offering (GIA, DIA, funds) Indexed and managed funds offered: income funds, balanced funds, Canadian equity funds, foreign equity funds, specialized funds and portfolio funds | Based on the GIA, terms and options | Based on the family of funds available: income funds, balanced funds, Canadian equity funds, foreign equity funds, specialized funds and portfolio funds |
| Performance | Based on the investor's profile and investments 100% of the returns, less fees, go into the UL | Fixed interest rate until maturity | Based on the investor's profile and investments |
| Fees | Guaranteed management fees | Based on term | Guaranteed management fees |
| Redeemable | Yes ² | | |
| Coverage | Four coverages included and several optional coverages offered (see below) | Capital and interest are 100% guaranteed Based on the selected option | Three coverage options Maturity and death guarantee |
| Duration of the Coverage | For life ³ | Based on the selected option | Based on the selected fund |

¹ Returns are not guaranteed, and investments should be in line with the client's investor profile. All amounts deposited in a segregated fund or UL account (for universal life insurance policies) are at the underwriter's risk and the value of the fund or account could increase or decrease.

² Fees and penalties vary according to investment vehicle.

³ Certain conditions, restrictions or exclusions may apply.

SSQ Insurance Universal Life Insurance, especially in a YRT context, is worth considering for clients who:

- Want to combine life insurance and tax-sheltered savings.
- Want a simple and flexible product with comprehensive and diversified offerings
- Will have changing needs over time
- Maxed out their RRSP/TFSA
- Want to take advantage of additional insurance coverage options

Other UL Advantages

| Included Coverage | Optional Coverage |
|--------------------------------------|--|
| Disability privilege | Critical illness rider (3 illnesses, \$20,000) |
| Extreme disability benefit | Child rider |
| Life insurance benefits for children | Waiver of minimum premium |
| Critical illness for children | Waiver of billing premium |
| | Accidental death and dismemberment |
| | Benefit in case of fracture |
| | Term life insurance* |
| | Critical illness insurance* |

*Available on the same life insured only.



For more information, go to ssq.ca.

The purpose of this document is to provide a summary description of insurance products offered by SSQ, Life Insurance Company Inc. It does not describe all the provisions, exclusions and limitations applicable to the coverage or to a specific insurance policy. For a complete description of the provisions, exclusions and limitations, please refer to the contract.

