



SERVICE OFFER

WEALTH MANAGEMENT



WhiteHaven

SECURITIES

Mutual fund and exempt market dealer

GROUP
NATALE
FIRM FINANCIAL & INSURANCE SERVICES

www.grouphenatale.com

514-996-7227



ABOUT US

Since 1987, our focus has been to assist entrepreneurs, professionals, families, and individuals in managing their investment portfolios, insurance portfolios and to get to know what is important to them in order to make suitable recommendations in their best interests.

With the optics to face the dynamics of life's critical financial events we work to mitigate risk, grow, and protect assets, provide tax-efficient, tax deferral strategies, and solutions that allow for a smooth transition of an estate or business assets to the beneficiaries or surviving partners.

We work hand in hand with Actuaries, CAs, CPAs, Lawyers, Notaries, and Tax Experts to integrate the solutions for each unique situation.

INTEGRITY, PROFESSIONALISM, and TRANSPARENCY are at the heart of everything we do. Our priority is in developing privileged relationships with entrepreneurs, professionals, families, and individuals eager to take full advantage of our expert advice and applying the strategic solutions that correspond to their corporate, professional, or individual needs. **Your interests and the achievement of your goals are at the heart of our doctrine that gives you the opportunity to live a healthy and organized life.**



Always at Your Service
info@groupenatale.com

OUR TEAM

We are a licensed independent multi-disciplined, brokerage firm with over **34 years** of experience in the financial and insurance services industry in full evolution. Our mission is to guide you holistically, provide expert advice, and support you with investment and insurance solutions to help **optimize** your **financial** and **fiscal** objectives. We specialize in the areas of **wealth management, financial planning, tax planning, estate planning, group insurance, and group retirement plans**. Furthermore, we help deal with the technical aspects of more complex situations such as **intergenerational wealth transfer, succession, and transition planning**.



Gennaro Natale

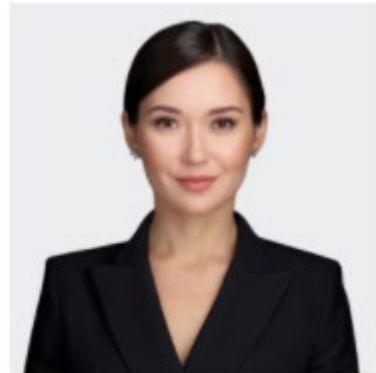
President and Founder of Groupe Natale

Financial Planner, Financial Security Advisor, Group Insurance and Group Annuity Plans Advisor



Selina Natale

Administrative Assistant



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OUR SERVICES

Groupe Natale – Financial & Insurance Services

Services for Corporations, Business Owners and Affluent Clients



Tax Saving Solutions
for Corporations,
Entrepreneurs and
Affluent clients

Know your options.

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Services for Individuals and Families



Financial, Fiscal and
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We can help you plan
for a brighter tomorrow.

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Individual and Family

We can help you make
the right choice.

[Learn more](#)



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We can help protect
you for the unexpected.

[Learn more](#)



Savings and Investments

We can help with
the right advice.

[Learn more](#)

TESTIMONIALS AND OUR TRUSTED PARTNERS



Groupe Natale Inc.-Services Financiers et Assurances

5,0 ★★★★★ 15 reviews



M M
★★★★★ 10 months ago

I've been a client of Groupe Natale for many years. It has always been a pleasure working with them as they are highly knowledgeable and provide great customer service!
Thank you always for your continued guidance and support!
Highly ... [More](#)



Mirella Jacobo
★★★★★ 11 months ago

Great group to do business with. Knowledge of the financial industry. Investment well explained, for the ordinary person. Great confidence in their expertise for managing my accounts. Mirella Jacobo



Melanie Gouveia
★★★★★ 10 months ago

Professional and courteous service. I appreciate their reliable and knowledgeable handling of all my financial needs. 5 star firm!



Stanley Aladin
★★★★★ 11 months ago

Groupe Natale are very professional and provide solutions to what you really need. I loved their customer service approach, they took the time to explain their products and answered my thousand questions. I definitely recommend this 5 star ... [More](#)



Edward Jacobo
★★★★★ 11 months ago

Great team, always ready to respond to your needs and expectations. I would strongly recommend anyone to give Group Natale a chance to prove their expertise and professionalism in the finance / insurance industry.
Ed Jacobo



Franco Cavallaro
★★★★★ 10 months ago

Gennaro is a true professional. I truly enjoyed meeting him and I'm very happy with his services offered. And his espresso tastes delicious. Thank you.



David Cabana
★★★★★ 11 months ago

I have the privilege to call Gennaro a friend. He's a true master of his art who wants only to help and serve his clients. I see him fight tooth and nail for his clients. You want a man like Gennaro to take care of your financial security.

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WEALTH MANAGEMENT

Get your FREE Investment Portfolio Comparison Report Today



Savings and Investments

We realized that Canadians were planning, and investing based on **emotions** and not on **fundamentals**.

In an ever-changing and complex financial services world, we are committed to recommending high-quality investment products from the leading financial institutions that provide long-term value.

Our mission is clear. We help individuals to discover solutions to build, protect, preserve, enjoy their retirement, and transfer their hard-earned wealth to their loved ones since 1987.

We achieve this through the know-how of our people, resources and by contributing to the success of our clients through value-added services and by continuous investment in the improvement of our technical and managerial competence.

Understanding your savings and investment options begins here. Ask yourself...

- When was the last time you reviewed your investment portfolio with your advisor?
- Are you satisfied with your current performance?
- Do you have your plan in place?
- Do you know your risk / return profile?
- Do you know which plan best suits your profile?
- Are you saving for and funding post-secondary education?
- Are you saving for a short-term project?
- Are you saving for retirement?
- What are the many ways to fund your retirement?
- What to do when you are ready for retirement?
- Did you know that **time** is your best ally?



Let us try to avoid retirement savings mistakes by building a strong advisor-investor partnership.

Why work with a Financial Planner or Financial Security Advisor?

Managing your investments can be complicated. You may not be comfortable investing on your own. A Financial Planner or Financial Security Advisor can help.

A planner or advisor can create a detailed financial plan which involves:

- Assessing your current situation.
- Reviewing your current investment portfolio.
- Determining your present and future goals and needs.
- Giving expert advice on the financial products that are right for you.
- Working with the industry's leading portfolio managers with major asset under management firms.
- Building the optimal model investment portfolio that best matches your profile.
- Minimizing risk and maximizing your performance.
- Reviewing and updating your investments periodically.



Choosing the right Financial Planner or Financial Security Advisor depends on the type of assistance you need. If you need specialized advice, look for an advisor with expertise in that area.

Choose one that you are confident with and has the **experience** and **expertise** to help you reach your financial goals.

CENTROPOLIS LAVAL

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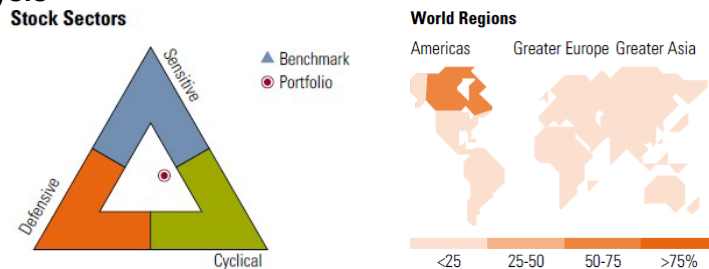
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WEALTH MANAGEMENT

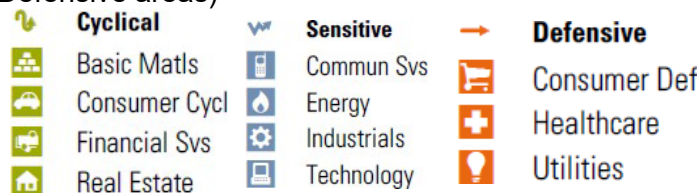
Investment Portfolio Comparison Report

The Analyses of the current portfolio will consist of but not limited to:

- **Review of current the Asset Allocation by Asset Class vs. Proposed Model Portfolio**
(Cash, Canadian Equities, US Equities, Fixed Income and other/Not Classified Assets).
- **Review with corresponding Benchmark**
- **Review of Stock Analysis**



- **Review Sector Weighting**
(Cyclical, Sensitive and Defensive areas)



- **Review Regional Exposure**
(Americas, Greater Europe, and Greater Asia,)

Americas	Greater Europe	Greater Asia
Canada	United Kingdom	Japan
United States	Europe-Developed	Australasia
Latin America	Europe-Emerging	Asia-Developed
	Africa/Middle East	Asia-Emerging

- **Review Top Holdings**
- **Review Growth of \$10,000**
- **Review Trailing Returns**
- **Review Annualized Returns** (Portfolio vs. Benchmark)
- **Review Calendar Returns**
- **Review Best/Worst Time Periods**
- **Review Risk/Reward Scatterplot**
- **Review Risk and Reward Statistics** over 1Yr, 3Yr, 5Yr, and 10Yr periods(Standard Deviation, Mean, Sharpe Ratio and Sortino Ratio)
- **Review Fundamental Analysis**
- **Review Performance History Graph**
- **Review MPT Statistics** (Alpha, Beta, R-Squared, Information Ratio and Tracking Error)
- **Review Portfolio Upside & Downside Capture Ratios**

Analyses of current portfolio:

The current portfolio is based on the report provided by Mr. Client dated November 10, 2020. We have identified that the current asset allocation is predominantly 75/25 (75% Equity and 25% Fixed Income).

The scope of this report is to analyze the current investment portfolio and compare it to our proposed model portfolio within the same asset allocation. (NB: The optimum portfolio should reflect the client's risk/return profile).

Technical Analyses of current portfolio:

	Current portfolio A	Proposed portfolio B
Portfolio trailing returns	Fair	Superior / outperform
Vs / Benchmark trailing returns	Fair	Outperform
Calendar returns	Extremely poor Negative 7 years / 10 years 30% pass grade	Superior Negative 0 year / 10 years 100% pass grade
Best / Worst Time Periods %	Fair	Outperform
Worst %	Poor	Outperform
Risk / Reward Scatterplot	Extremely poor	Superior
Standard Deviation (Risk/Return Statistics)	Extremely poor	Excellent / superior
Sharpe ratio (Risk/Return Statistics)	-0 to -1/3	+ 2X Superior
Alpha	Extremely poor	Superior
Beta	Good	Good
Upside / Downside Capture Ratio	Neutral	Outperform Up and Down
Investment Growth forecast based on initial \$667,393.00 (average aggregate)	\$1,010,000.00	\$1,880,000.00
Potential VARIANCE		+ \$870,000.00

Performance Disclosure

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate; thus, an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please visit <http://advisor.morningstar.com/familyinfo.asp>.

Source:

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Glossary

What Is the Risk/Reward Ratio?

The risk/reward ratio marks the prospective reward an investor can earn for every dollar they risk on an investment. Many investors use risk/reward ratios to compare the [expected returns](#) of an investment with the amount of risk they must undertake to earn these returns. Consider the following example: an investment with a risk-reward ratio of 1:7 suggests that an investor is willing to risk \$1, for the prospect of earning \$7. Alternatively, a risk/reward ratio of 1:3 signals that an investor should expect to invest \$1, for the prospect of earning \$3 on their investment.

Traders often use this approach to plan which trades to take, and the ratio is calculated by dividing the amount a trader stands to lose if the price of an asset moves in an unexpected direction (the risk) by the amount of profit the [trader](#) expects to have made when the position is closed (the reward).

What is Alpha

Alpha (α) is a term used in investing to describe an investment strategy's ability to beat the market, or it's "edge." Alpha is thus also often referred to as "[excess return](#)" or "[abnormal rate of return](#)," which refers to the idea that markets are efficient, and so there is no way to systematically earn returns that exceed the broad market as a whole. Alpha is often used in conjunction with [beta](#) (the Greek letter β), which measures the broad market's overall [volatility](#) or risk, known as [systematic market risk](#).

Alpha is used in finance as a measure of [performance](#), indicating when a strategy, trader, or portfolio manager has managed to beat the market return over some period. Alpha, often considered the [active return](#) on an investment, gauges the performance of an investment against a market index or benchmark that is considered to represent the market's movement as a whole. The excess return of an investment relative to the [return](#) of a benchmark index is the investment's alpha. Alpha may be positive or negative and is the result of active investing. Beta, on the other hand, can be earned through passive [index investing](#).

Understanding the Standard Deviation

Standard deviation is a statistical measurement in finance that, when applied to the annual rate of return of an investment, sheds light on that investment's [historical volatility](#). The greater the standard deviation of securities, the greater the variance between each price and the mean, which shows a larger price range. For example, a volatile stock has a high standard deviation, while the deviation of a stable [blue-chip](#) stock is usually rather low.

What Does R-Squared Tell You?

R-squared values range from 0 to 1 and are commonly stated as percentages from 0% to 100%. An R-squared of 100% means that all movements of a security (or another dependent variable) are completely explained by movements in the index (or the independent variable(s) you are interested in).

In investing, a high R-squared, between 85% and 100%, indicates the stock or fund's performance moves relatively in line with the index. A fund with a low R-squared, at 70% or less, indicates the security does not generally follow the movements of the index. A higher R-squared value will indicate a more useful [beta](#) figure. For example, if a stock or fund has an R-squared value of close to 100%, but has a beta below 1, it is most likely offering higher [risk-adjusted returns](#).

What Is the Sharpe Ratio?

The Sharpe ratio was developed by Nobel laureate [William F. Sharpe](#) and is used to help [investors](#) understand the [return of an investment](#) compared to its risk.¹² The ratio is the average return earned in excess of the risk-free rate per unit of [volatility](#) or total risk. Volatility is a measure of the price fluctuations of an asset or portfolio.

Subtracting the risk-free rate from the mean return allows an investor to better isolate the profits associated with risk-taking activities. [The risk-free rate of return](#) is the return on an investment with zero risk, meaning it's the return investors could expect for taking no risk. The yield for a U.S. Treasury bond, for example, could be used as the risk-free rate.

Generally, the greater the value of the Sharpe ratio, the more attractive the risk-adjusted return.

What Is Beta?

Beta is a measure of the volatility—or [systematic risk](#)—of a security or portfolio compared to the market as a whole. Beta is used in the [capital asset pricing model](#) (CAPM), which describes the relationship between systematic risk and expected return for assets (usually stocks). CAPM is widely used as a method for pricing risky securities and for generating estimates of the expected returns of assets, considering both the risk of those assets and the cost of capital.

Beta Value Less Than One

A beta value that is less than 1.0 means that the security is theoretically less volatile than the market. Including this stock in a portfolio makes it less risky than the same portfolio without the stock. For example, utility stocks often have low betas because they tend to move more slowly than market averages.

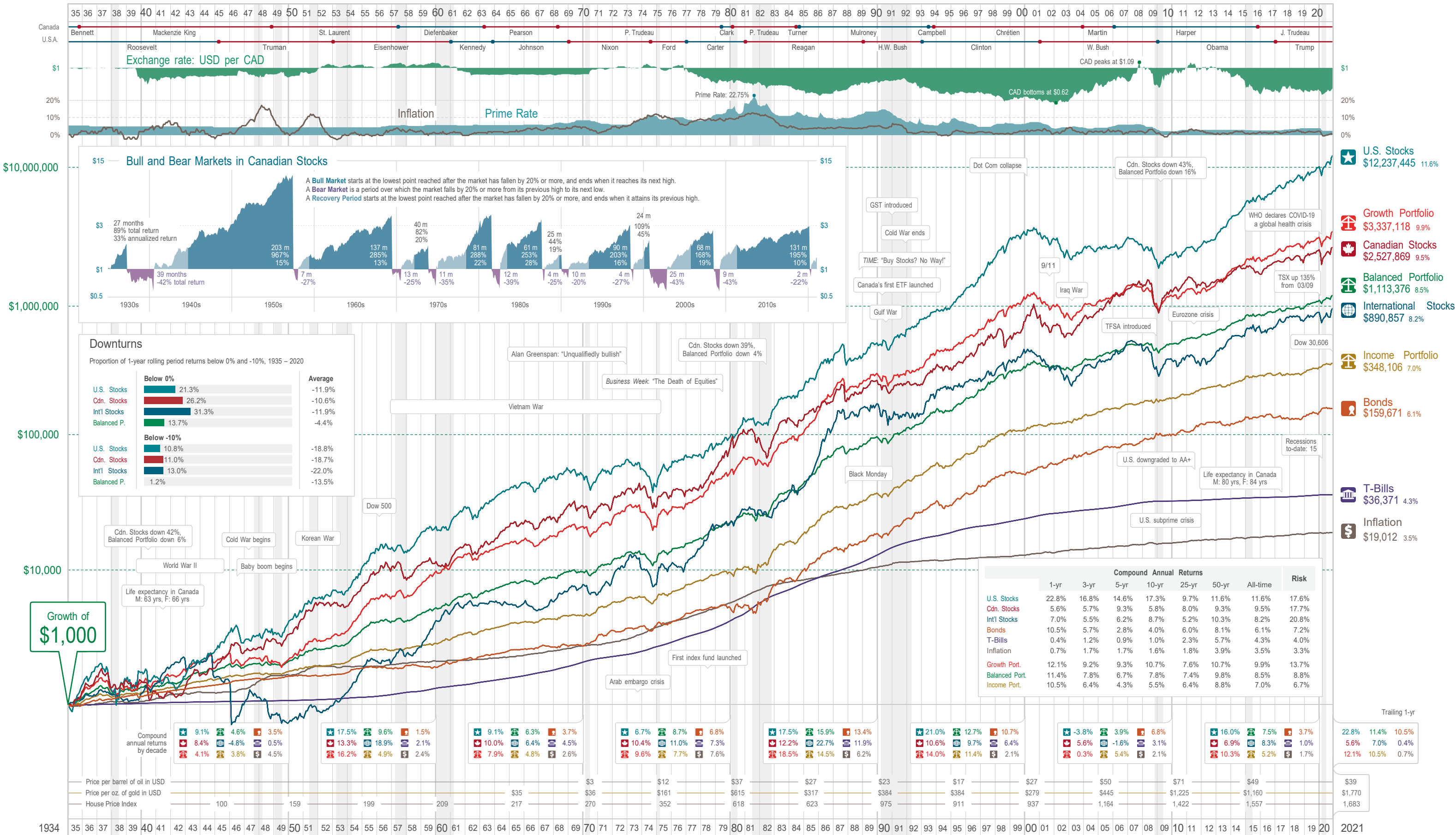
Beta Value Greater Than One

A beta that is greater than 1.0 indicates that the security's price is theoretically more volatile than the market. For example, if a stock's beta is 1.2, it is assumed to be 20% more volatile than the market. Technology stocks and small cap stocks tend to have higher betas than the market benchmark. This indicates that adding the stock to a portfolio will increase the portfolio's risk but may also increase its expected return.

What Is Upside/Downside Capture Ratio?

An upside capture ratio over 100 indicates a fund has generally outperformed the benchmark during periods of positive returns for the benchmark. Meanwhile, a downside capture ratio of less than 100 indicates that a fund has lost less than its benchmark in periods when the benchmark has been in the red.

Source: [Investopedia](#), [Morningstar Inc.](#)

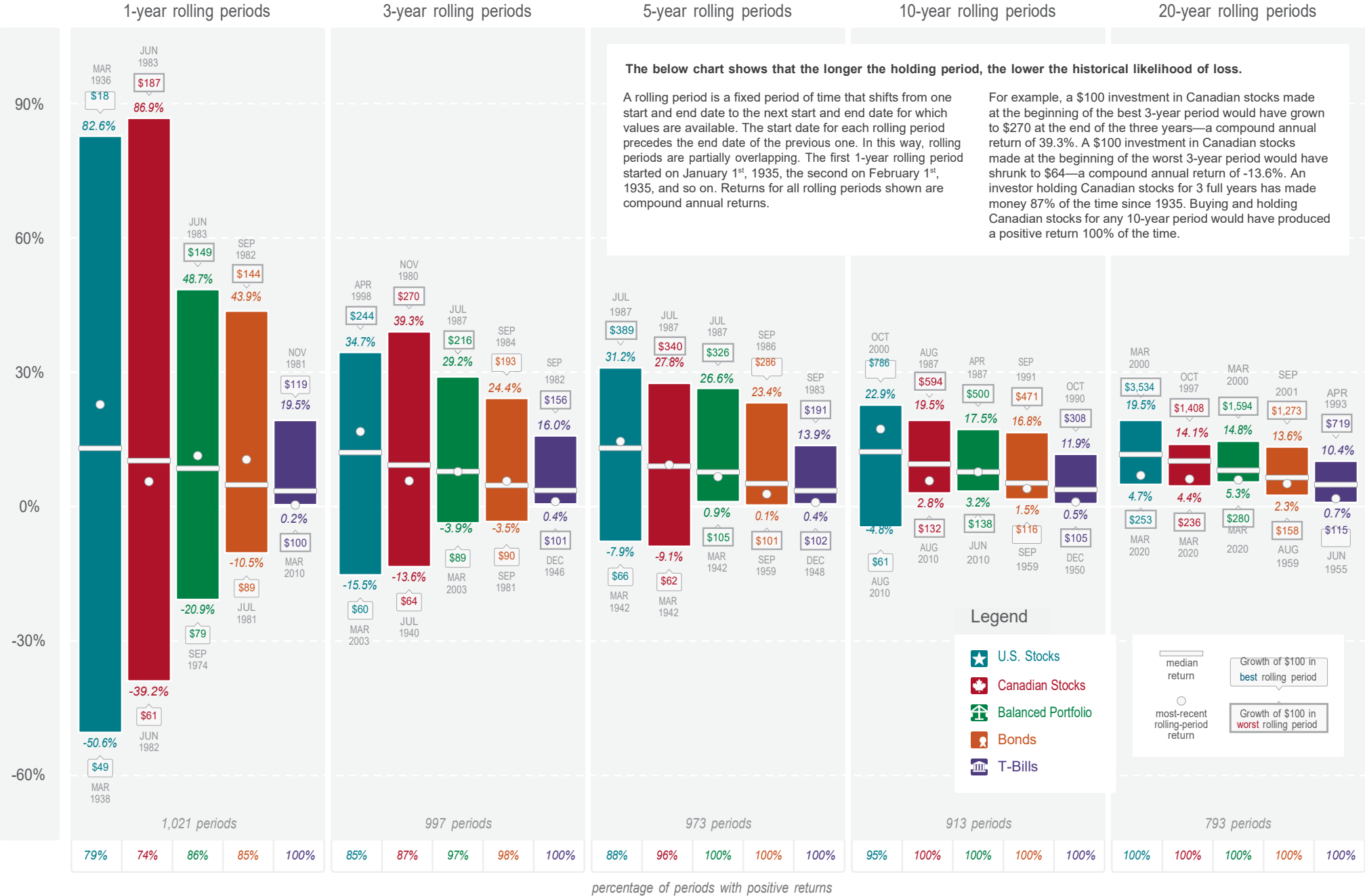


Recessions are marked in grey. International Stocks exclude U.S. Stocks. The Growth Portfolio is composed as follows: 10% Bonds, 20% Canadian Stocks, 32% U.S. Stocks, 38% International Stocks. The Balanced Portfolio is composed as follows: 50% Bonds, 16% Canadian Stocks, 18% U.S. Stocks, 16% International Stocks. The Income Portfolio is composed as follows: 75% Bonds, 5% Canadian Stocks, 8% U.S. Stocks, 7% International Stocks, 5% T-Bills.

This chart shows the inferred growth of one thousand dollars invested on January 1, 1935. This chart is for illustrative purposes only; it does not constitute investment advice and must not be relied on as such. It assumes reinvestment of all income and no transaction costs or taxes. The portfolios shown are neither real, nor recommended, and were rebalanced each January. Risk is measured by the standard deviation (volatility) of annual returns. All returns are compound annual returns unless otherwise indicated. All values are expressed in Canadian dollar terms, except oil and gold prices, which are in U.S. dollars. Sources: U.S. Stocks: S&P 500 Total Return Index—Center for Research in Security Prices (CRSP). International Stocks: ex-U.S.A. Total Return Index, Bonds: Canada 10-year Total Return Government Bond Index, Canadian Stocks: S&P/TSX Composite Total Return Index, T-Bills: 3-Month Treasury Bill Total Return Index, Inflation: Consumer Price Index, exchange rates—Global Financial Data, Inc. Recessions—Statistics Canada. Prime Interest Rate—Bank of Canada. House Price Index: 1985-2021—Statistics Canada; all other years—U.S. Case/Shiller index used as proxy for trends in Canadian market. Gold prices—Kitco. Oil prices—InflationData.com. The reproduction of part or all of this publication without prior written consent from Investments Illustrated, Inc. is prohibited. The Big Picture, and the Investments Illustrated name and logo, are registered trademarks. Past performance is not an indicator of future performance. © 2021 Investments Illustrated, Inc. All Rights Reserved. Order print charts at: www.investmentillustrated.com

Time and Risk

An analysis of rolling periods (January 1, 1935 – 2020)



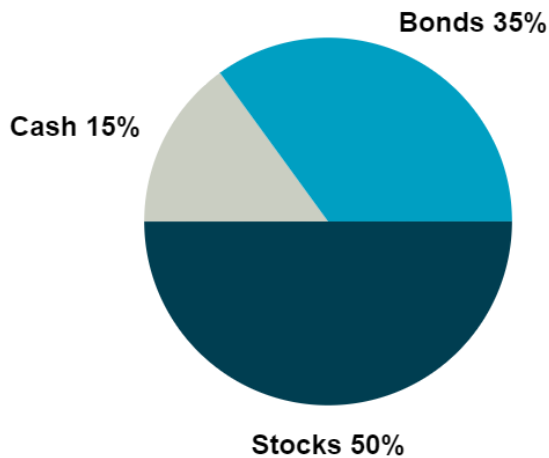
This chart is for illustrative purposes only; it does not constitute investment advice and must not be relied on as such. It assumes reinvestment of all income and no transaction costs or taxes. The Balanced Portfolio is neither a real, nor recommended portfolio, and was rebalanced each January. All returns are compound annual returns. Rolling periods are monthly in frequency. All values are expressed in Canadian dollar terms. Sources: U.S. Stocks: S&P 500 Total Return index—Center for Research in Security Prices (CRSP). Bonds: 10-year Total Return Government Bond Index, Canadian Stocks: S&P/TSX Composite Total Return Index, T-Bills: 3-Month Treasury Bill Total Return Index—Global Financial Data, Inc. The reproduction of part or all of this publication without prior written consent from Investments Illustrated, Inc. is prohibited. The Big Picture, and the Investments Illustrated name and logo, are registered trademarks. **Past performance is not an indicator of future performance.** © 2021 Investments Illustrated, Inc. All Rights Reserved.

Investor Profile

Use this questionnaire to define your investment objectives and personality.

Moderate

This portfolio provides a balance of income and growth potential. There are some price fluctuations, a little more risk along with a slightly better return potential. The volatility, growth and income potential is moderate.



Investor Profile

Balances moderate growth potential with lower volatility income investments.



Volatility

Moderate



Growth Potential

Moderate



Income

Moderate

Question	Answer
How old are you?	46-55
When will you need your money?	10 to 15 years
What is your current family income?	Over \$125,000
What is your current net worth?	\$201,000 to \$500,000
If the value of your investments goes down, you change your strategy.	More or less agree
You prefer keeping your investments safe and intact instead of staying ahead of inflation.	Agree
Which \$10,000 investment would you choose given the range of returns after 1 year?	5% loss to 10% gain
The ups and downs of the market keep you up at night.	Disagree
You think GICs and Term Deposits are the best long term investments.	Agree
You manage your finances and investments using a clear financial plan with well-defined goals.	More or less agree

Disclaimer

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Canadian Fixed Income Team

Team Profile

Manulife Asset Management

The Canadian Fixed Income Difference

- Well-seasoned fixed income team - The 11-person team has an average of 20 years' experience and expertise across the full spectrum of the fixed-income asset class and is led by Roshan Thiru.
- Stringent risk management-While the team covers a wide variety of mandates, their singular goal is to deliver income and capital preservation through risk-conscious active management focused on sector and security selection.
- Strong presence in Canadian fixed income market - Size, reputation, and trading volume ensure that Manulife Investment Management receives generous consideration in the new issue market and timely calls in the secondary market.

Get to know the Manulife Canadian Fixed Income Team

Headquartered in Toronto, with a member also situated in Montreal, Manulife Investment Management's 11-person strong Canadian Fixed Income Team is led by Roshan Thiru, Head of Canadian fixed income. The team is responsible for managing over \$20 billion in assets.

They operate in a boutique environment where they own their investment process, from research to implementation to results achieved, but benefit from the global resources of Manulife Asset Management, one of Canada's largest fixed-income players. Its size, reputation, and trading volume ensure that they receive generous consideration in the new issue market and timely calls in the secondary market.

A consistent theme employed among all of their strategies is to deliver investor income and capital preservation through a risk-conscious active management approach focused on careful sector and security selection.

Meet the team behind the funds*



L to R:

John Xin, CFA
Analyst/Trader
Began Career: 2010

Saad Qazi
Credit Analyst
Began Career: 2013

Jose Saracut, CFA
Senior Credit Analyst
Began Career: 1998

Altaf Nanji, CFA
Head of Credit Research
Began Career: 1998

Faisal Rahman, CFA
Portfolio Manager
Began Career: 1995

Roshan Thiru, CFA
Head of Canadian Fixed Income
Began Career: 2000

Richard Kos, CFA
Senior Portfolio Manager
Began Career: 1993

Sivan Nair, CFA,
Managing Director and Senior Portfolio Manager,
Began Career: 2003

Andrew Gretzinger, CFA
Portfolio Manager
Began Career: 1997

Jonathan Crescenzi, CFA
Senior Investment Analyst
Began Career: 2007

Robert Chepelsky, CFA
Portfolio Specialist
Began Career: 1993

Their investment process

They look at relative opportunity within fixed-income, equity and alternative asset classes and then search issue by issue to find the best opportunities from a risk/reward perspective.

Step 1: Seeks to Identify Attractive Sectors

Inputs	Global Macroeconomic Factors			
	Portfolio Management	Fiscal & Monetary Policy	Interest Rate & Yield Curve Forecasts	Market Volatility
	Credit Research Analysts			Political Environment
	Economists	Economic and Business Cycle Outlook		
Output		Macro Themes Drive Sector Allocation		
	Excess Return Opportunities	Risk Seeking or Risk Averse Environment	Target Sectors	Interest Rate Strategies
		Idea Generation		

Step 2: Looks at Individual Securities for Best Opportunities

Company Credit Profile	
Business Risk	Financial Risk
• Economic Environment	• Earnings
• Regulatory Environment	• Cash Flow
• Competitive Landscape	• Balance Sheet
• Industry Cyclicalities	• Financial Flexibility
• Management Assessment	• Industry Specific Factors
• Corporate Governance	
• Industry Specific Factors	

The end result is a portfolio designed to achieve intended objectives under a stringent risk management framework



“Investors rely on us to deliver the stated objectives of the Funds we manage. We view this as keeping our promises to them.”

– Roshan Thiru

Funds/ Pools Managed:

- Manulife Money Market Fund
- Manulife Bond Fund
- Manulife Canadian Unconstrained Bond Fund
- Manulife Corporate Bond Fund
- Manulife Yield Opportunities Fund
- Manulife Balanced Income Private Trust
- Manulife Corporate Fixed Income Private Trust

To learn more, contact your advisor or visit manulifeim.ca

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Team profile

Global multi-sector fixed income team

Manulife asset management (US), LLC

The global multi-sector difference

- **Constant vigilance** - utilizing the global resources of the team and strength of Manulife's global footprint of supporting traders, research analysts, and risk managers located on the ground in London, Asia, and the Pacific Rim, funds are managed 24 hours 6 days a week.
- **Flexibility** - fund mandates are highly flexible and dynamic in nature which allows them to take advantage of changing credit and currency markets
- **Risk managers first** - they focus on four key risks: interest rate, credit, currency, and liquidity while adhering to a disciplined investment that combines fundamental top-down and bottom-up analysis.

Get to know the Manulife global multi-sector fixed income team

The global multi-sector fixed income team has an average 30 years of experience managing portfolios for retail investors, with portfolio managers located in Boston, Hong Kong, and London.

The sun never sets on the funds they manage. Team members are located in Boston, London, and Hong Kong, combined with Manulife's global footprint of supporting traders, research analysts, and risk managers. Funds are managed 24 hours, 6 days a week (markets are closed on the weekend but due to a time difference, Asian markets are open while it is still Sunday in Boston).

They see themselves as risk managers first and foremost. Every decision they make is focused on the four key risks of fixed-income investing: interest rate, credit, currency, and liquidity risk. Their funds tend to be highly flexible, incorporating dynamic asset allocation and active currency management that allows them to take advantage of changing credit and currency markets. Few competitors in Canada can match their expertise in managing currency risk. They employ both risk-reducing and return-enhancing hedging strategies.

Meet the team behind the funds



L to R:

Joseph Rothwell
Senior Investment Analyst
Began career 2008
Boston

Chuck Tomes
Senior Investment Analyst
Began career 2008
Boston

Thomas C. Goggins
Senior Portfolio Manager
Began career 1987
Boston

Daniel S. Janis III
Head of Global Multi-Sector
Fixed Income
Began career 1984
Boston

Kisoo Park
Portfolio Manager
Began career 1986
Hong Kong

Christopher Chapman, CFA
Portfolio Manager
Began career 1999
Boston

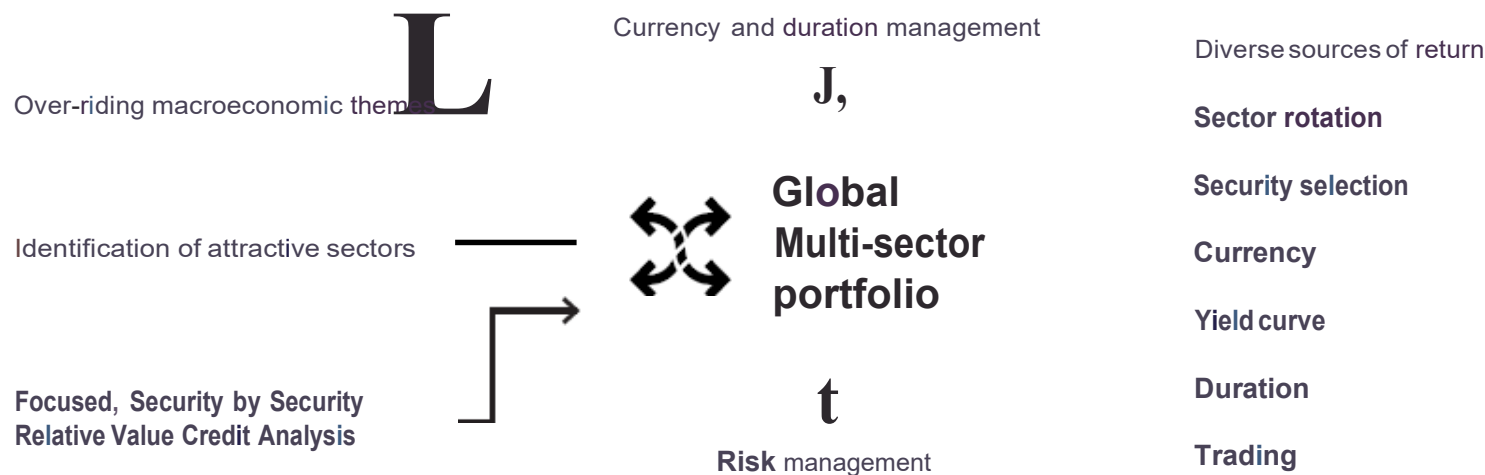
Peter Azzinaro
Global Macro Strategist
Began career 1992
Boston

Team members and responsibilities listed as of August 1, 2021.

Their investment process

They aim to generate returns by investing primarily in a portfolio of global government and corporate bonds, including emerging markets and high-yield securities. Currency management enables them to further diversify the portfolio, mitigate risk, and potentially add returns. By expanding their investment universe to include multiple sectors and currencies, they look to increase potential return while reducing risk.

Portfolio construction



Portfolio managers may use some or all of the techniques described herein. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment. Characteristics, guidelines, and constraints are for illustrative purposes only. They may change at any time and may differ for a specific account.

Funds or Pools Available for Purchase:

- Manulife Strategic Balanced Yield Fund
- Manulife Strategic Income Fund
- Manulife Strategic Investment Grade Global Bond Fund
- Manulife U.S. Dollar Strategic Balanced Yield Fund
- Manulife U.S. Dollar Strategic Income Fund
- Manulife Global Fixed Income Private Trust
- Manulife U.S. Balanced Private Trust

To learn more, contact your advisor or visit manulifeim.ca.

Commissions, trailing commissions, management fees, and expenses all may be associated with mutual fund investments. Please read the fund facts as well as the prospectus before investing. Mutual funds are not guaranteed, their values change frequently, and past performance may not be repeated. Manulife Funds (including the Trust Pools) and Manulife Corporate Classes (including the Oass Pools) are managed by Manulife Investment Management Limited (formerly named Manulife Asset Management Limited). Manulife, Manulife Investment Management, Stylized M Design, and Manulife Investment Management & Stylized M Design are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.

The process allows the team to focus on the management of four key risks to the portfolio: credit, liquidity, interest rate, and currency while being able to access the most attractive opportunities from any fixed income asset from any area around the world.



*“Who’s the most important person?
Our clients, not us.
We are a conduit
to help generate
returns for them, but
without them, we
don’t have a job”*

– Dan Janis

Value equity team

Team profile

Manulife Investment Management Ltd.

The value equity difference

- Funds built as "business conglomerates". Each stock is thought of as a division of a business.
- Diversification by business risk. Holding stocks that engage in different businesses help to limit risks to the overall fund.
- Downside protection. Because of their composition, their funds tend to decrease less than the markets when a correction occurs.

Get to know the Manulife value equity team

Located in Toronto, the Manulife value equity team averages over 17 years of investment experience and oversees more than \$23 billion in assets under management.

Their approach to building a fund is to think of themselves as being CEOs of a private conglomerate business. Each stock holding can be thought of as a different subsidiary of the conglomerate business. The team seeks to diversify the conglomerate business by business risks so that revenue and earnings come from multiple diversified and uncorrelated sources; therefore, no one subsidiary can take down the entire conglomerate business. A fund that is well-diversified by business risk, means that any individual business event would have limited impact on the entire portfolio.

Meet the team behind the funds



L to R:

Marvin Halili
Investment Analyst
Investing since: 2018

Alex Rasmussen, CFA
Senior Investment Analyst
Investing since: 2019

Fahad Datto
Portfolio Specialist
Investing since: 2008

Chris Hensen, CFA
Senior Portfolio Manager
Investing since: 1995

Jonathan Popper, CIM
Senior Portfolio Manager
Investing since: 1995

Alan Wicks, CFA
Head of Value Equity Team
Senior Portfolio Manager
Investing since: 1991

Conrad Dabiet, CFA
Senior Portfolio Manager
Investing since: 2003

Prakash Chaudhari, CFA
Senior Portfolio Manager
Investing since: 2000

Saurabh Moudgil, CFA, FRM
Portfolio Manager
Investing since: 2003

Nat Yulores
Assistant Investment Officer
Investing since: 1991

Sarah Yoshida
Investment Analyst
Investing since: 2019

• As of December 31, 2019 CAD. Team members and responsibilities listed as of December 31, 2019.

fff Manulife Investment Management

Their investment process

The Manulife *value* equity team relies on a scalable and repeatable process to analyze companies; this process has remained unchanged since the team was founded in 1996. They believe that a fund assembled at reasonable valuations creates business *value* faster than given benchmark index and will typically result in long-term outperformance.

Scalable and repeatable process

Assess
business
returns

Assess
business risks

Proprietary
company
valuation

Portfolio
management

Portfolio
construction

Investment philosophy

Business value creation

- Can be evaluated and priced through fundamental analysis and business valuation **work**
- Is universal regardless of market, sector, geography, market-cap or time

Stock market price is not a leader

- It follows business value creation over the long-term
- It can be extremely inefficient in the short-term - their fundamental proprietary buy and sell targets exploit this inefficiency

Risk is not stock price volatility

- It resides at the underlying business level
- It manifests itself as operating risk, financial and poor management

A portfolio can be constructed as a "conglomerate" company

- Each "division" or holding plays a critical role in the construction of the portfolio
- The "conglomerate" company or portfolio is fully diversified by underlying business risk

Their ingrained beliefs drive their proprietary process

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Funds/pools managed:

- Manulife Dividend Income Fund/Manulife Dividend Income Class
- Manulife Dividend Income Plus Fund/Manulife Dividend Income Plus Class
- Manulife Monthly High Income Fund/Manulife Monthly High Income Class
- Manulife U.S. Monthly High Income Fund
- Manulife U.S. Dividend Income Fund/Manulife U.S. Dividend Income Class
- Manulife Value Balanced Fund/Manulife Value Balanced Class
- Manulife Dividend Income Private Pool
- Manulife Canadian Balanced Private Pool
- Manulife U.S. Balanced Value Private Trust

To learn more, contact your advisor or visit manulifemutualfunds.ca

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Their scalable, repeatable process underpins their differentiated funds. Diversifying by business risk has helped protect the funds during market downturns and rewarded investors over the medium to long term.



"All team members invest alongside with you. We are all large personal investors in the funds we manage."

– Alan Wicks

Mawer Investment Management Ltd.

Team profile

The Mawer difference

- **"Be Boring, Make Money."**™ They aren't distracted by investment fads and trends. They take a long-term view and stick to their disciplined approach no matter what the market outlook.
- **Thinking differently.** They actively seek new opportunities that others have not considered. They think micro, not macro.
- **Research, research, and more research.** Uncovering new ideas where others have not means doing the groundwork and developing proprietary research methods to gain a competitive advantage.

Get to know Mawer Investment Management Ltd.

Headquartered in Calgary, Alberta, Mawer Investment Management Ltd. has been managing portfolios for individual and institutional investors for more than four decades and today manages over \$64 billion in assets under management.

As an independent, privately owned company, investment management is their only business. This means they can focus on their primary objective: to help preserve and create wealth for their investors.

For more than 40 years, they have provided consistent portfolio management for their clients based on a disciplined, time-tested, "boring" investment approach. They ignore fads and take a long-term view of investing, while consistently applying a disciplined approach no matter what market outlook. They believe that focusing on things they can control helps put the investment odds in their favour.

Meet the team behind the funds



L to R:

Colin Wong
Portfolio Manager
Began career 2009

Grayson Witcher
Portfolio Manager
Began career 2002

Michael Crofts
Director Portfolio Manager
Began career 1997

Christian Deckart
Deputy Chief Investment Officer
Portfolio Manager
Began career 1997

Jim Hall
Chairman,
Portfolio Manager
Began career 1994

Pauf Moroz
Chief Investment Officer
Portfolio Manager
Began career 2004

Grayson David Ragan
Director Portfolio Manager
Began career 2004

Peter Lampert
Portfolio Manager
Began career 2008

Greg Peterson
Director Portfolio Manager
Began career 1991

Vijay Viswanathan
Director of Research
Portfolio Manager
Began career 2007

• As of December 31, 2019 CAD. Team members and responsibilities listed as of December 31, 2019.

fff Manulife Investment Management

Their investment process

Mawer takes a long-term view on investing and seeks out businesses with three crucial characteristics:

- 1. The ability to create wealth.** Companies must be able to generate a return on capital that is greater than the cost of capital.
- 2. Excellent management.** They look for company leaders who effectively allocate capital while expanding their competitive advantage and have a track record of doing what they say they're going to do.
- 3. A discount to intrinsic value.** They want companies whose stocks are priced below what an objective, well-informed person would pay for them.

Portfolio managers may use some or all of the techniques described herein. No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment. Characteristics, guidelines and constraints are for illustrative purposes only. They may change at any time and may differ for a specific account.

Mawer's investment process uncovers companies that have the ability to generate consistent returns and have historically protected on the downside.

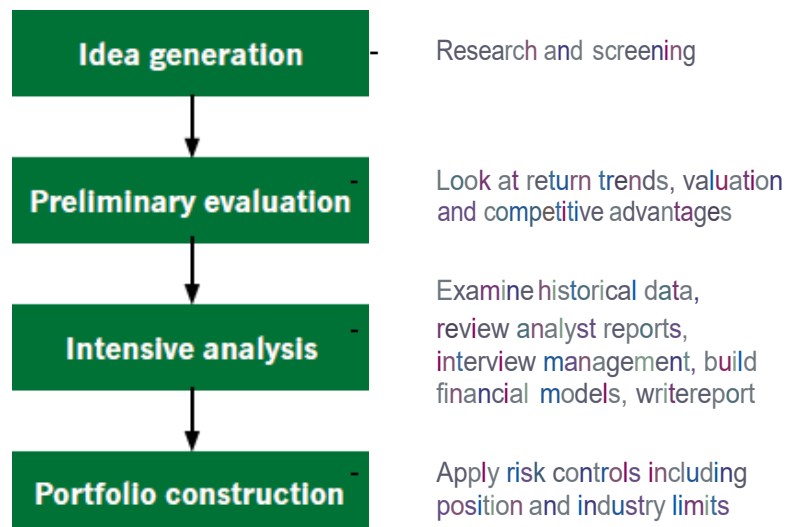
Funds/pools managed:

- Manulife Canadian Investment Class*
- Manulife Canadian Balanced Fund*
- Manulife U.S. Equity Fund
- Manulife Global Equity Class
- Manulife Global Balanced Fund
- Manulife Global Small Cap Fund*
- Manulife Global Small Cap Balanced Fund*
- Manulife Diversified Investment Fund*
- Manulife World Investment Fund/Manulife World Investment Class
- Manulife Global Equity Private Pool
- Manulife Global Balanced Private Trust
- Manulife International Equity Private Trust

* Capped to all new purchases. Capping is usually only implemented when the Portfolio Manager of a fund has legitimate concerns that an even larger asset base will likely hinder the fund's ability to achieve its investment objective effectively and to create value for its investors.

To learn more, contact your advisor or visit manulifeim.ca

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- i** Wealth-creating companies
- ft...** Excellent management teams
- p** Discount to intrinsic value



“Flying in an airplane should be boring. Heart surgery should be boring. Investing should be boring”

– Jim Hall
Mawer Investment Management



For more information click or call:
514 996-7227
www.grouphenatale.com

Business Planning

Can you afford
to let everything
slip through
your fingers?



Many business owners don't even know they have a problem – do you? Understanding the issues can mean financial health for you, your business and your family.

Here are the problems

As a business owner, you're concerned about the longterm success of your business. Profit and growth are among the most important business objectives. As your business grows, so do a number of potential problems. Often, these problems are recognized too late. Proper business planning will ensure your business continues to be successful.

Buy-sell funding

If an owner or partner dies, becomes critically ill or becomes permanently disabled, what will happen to your business? If no planning has been done, owners can suddenly find themselves in business with the spouse or executors of the deceased owner, or with a permanently disabled owner who can no longer contribute to the business. The survival of your business could be at stake. To properly manage this, the owners should enter into a buy-sell agreement to ensure their interests are protected.

Key person coverage

Disasters come in all forms. In the business world, the loss of a key employee can translate into corporate red ink. The most important element of a successful business is its most valuable people. The loss of a valuable employee could seriously affect the position and public perception of your business. Your sales could drop, your cash flow could slow and your company's position with creditors and banks could become strained. At the very least, a new person has to be recruited, trained and guided to replace the key employee. This takes time and money.

Capital gains tax

As a business owner, you have worked hard to build the value of your business. You may have started from scratch or with relatively little initial investment. Your efforts have led to a sizeable increase in the market value of your business as your surplus has grown and debt has been reduced. At this point, the value of your business may have increased well beyond your initial investment. This growth carries a hidden liability. If you die or sell your business, a capital gains tax is triggered.



Manulife

What are your options?

Creating an effective business plan means ensuring the financial health of you and your business and ensuring your family is looked after. There are a number of ways you can fund a buy-sell agreement, protect against the loss of a key person or deal with capital gains tax. Consider your options:

- you can start saving today
- the needed funds can be borrowed from the bank
- you can sell assets
- you can purchase insurance (life, disability, and/or critical illness) to provide the needed funds.

The most economical solution

Life insurance can be the most cost-effective planning solution to fund these needs. It can provide tax-free cash exactly when it is needed. It guarantees that money will be available to fund the buy-sell agreement, cover key person replacement costs, pay off a debt or cover a large tax bill. What you get is peace of mind knowing these problems are taken care of.

Business Planning Pyramid

There are many different models to describe the development of a business from inception to maturity, and they generally describe the same process. The development of a business can be reflected in three distinct phases, each having its own set of concerns.

Phase 3: Established business

7 years +

Concerns

Compensating key executives
Enhancing owner compensation
Dealing with capital gains tax
Business continuation & succession planning

More cash flow

Phase 2: Growing business

3-7 years

Concerns

Who will continue the business?
Providing benefits to employees
Helping employees save for retirement

Less cash flow

Phase 1: New business

1-3 years

Concerns

Protection against the loss of key people
The risks of debt financing
The loss of an owner



Is the government a silent partner in your company's investment income?

For more information or a
FREE consultation,
click or call:
www.grouphenatale.com
info@grouphenatale.com
514 996-7227

If you're investing your company's excess profits, this could be happening.

HERE'S THE PROBLEM ...

In many businesses, the retained profits or surplus cash are invested in GICs or other taxable investments. This is often the case when the owners don't need the extra income and have a higher marginal tax rate than their business. But, what many owners may not realize is that they have made the government a silent partner in their investments since the government will take approximately half of the investment income in tax. Is this the most effective way for your corporation to invest its retained profits?

WHAT ARE YOUR OPTIONS?

You can continue to pay tax on the interest earned on your company's invested profits or you can invest these profits using an innovative concept known as **Corporate Estate Bond**. This attractive alternative to taxable investments is ideal for a corporation or owner who:

- can benefit from a higher immediate estate value and ultimately from a higher tax-free death benefit paid to heirs,
- has retained earnings available for investment, and
- can benefit from a tax-deferred investment.

THE BEST SOLUTION

The Corporate Estate Bond puts these excess profits to work in an exempt life insurance policy. InnoVision, a premier universal life product from Manulife, provides immediate life insurance protection and an investment that accumulates within the policy on a tax-deferred basis. When you die, the corporation receives the proceeds of the policy tax free, plus a credit to its capital dividend account (under current tax laws). Capital dividends may then be paid out to your estate tax-free. The Corporate Estate Bond, using InnoVision, allows you to move corporate investment dollars from a tax-exposed environment to a tax-deferred one, maximizing the amount that is available to your estate. To find out more, contact your advisor.

Gennaro Natale, B.A. Econ, Fin.Pl.
Financial Planner
Financial security advisor
Group insurance and group annuities advisor

THE MANUFACTURERS LIFE INSURANCE COMPANY



For more information or a
FREE consultation,
click or call:
www.grouphenatale.com
info@grouphenatale.com
514 996-7227

How the Corporate Estate Bond® Works

Your situation

Your company is an operating company or an investment holding company. It has retained profits or surplus cash that is not paid to you, since you do not need the income. Your corporation invests the cash in GLCs or other taxable investments, which you earmark for your heirs or favourite charity. You want a financial planning strategy that will increase the funds available when you die.

An option to consider - the Corporate Estate Bond®

This financial planning strategy requires your corporation to use its surplus cash to purchase a life insurance policy. By replacing the taxable investments with a life insurance policy, you will increase the funds available to your heirs when you die, reduce the amount of current and future tax your corporation pays, and create a mechanism to move funds out of your corporation tax free when you die.

How does the Corporate Estate Bond® work?

Your corporation purchases a life insurance policy on your life and is the beneficiary of the policy.

The corporation deposits funds into the policy in excess of what is needed to pay the policy charges, creating cash value. This cash value accumulates on a tax-deferred basis, increasing the death benefit payable under the policy. When you die, your corporation receives the proceeds of the policy, tax free. The corporation receives a credit to its capital dividend account for the amount of the life insurance proceeds, less the insurance policy's adjusted cost basis. Dividends can then be paid – tax free – to your estate out of the capital dividend account.



By taking advantage of the Corporate Estate Bond®, you have moved corporate investment dollars from a tax-exposed environment to a tax-sheltered environment, increasing the amount you give to your heirs or favourite charity when you die.

Gennaro Natale, B.A.Econ., Fin.Pl.
Financial Planner
Financial Security Advisor
Group Insurance and Group Annuities advisor



Corporate Estate Bond is offered through Manulife Financial (The Manufacturers Life Insurance Company), Manulife, Manulife Insurance, the Black Design, the Four Cube Design, and Strong Indeed. Trustworthy Forward-thinking are trademarks of The Manufacturers Life Insurance Company and are used by it, and by its affiliates under license.
CS96930 4/20/15



CORPORATE ESTATE BOND EXAMPLE

Male, 54, Healthstyle 3

InnoVision interest rate	1.50%*
Initial death benefit	\$750,000
Deposits	\$30,000 annually for 10 years
Personal dividend tax rate	35%
Corporate tax rate	47%
Before-tax alternative investment rate	4%

* InnoVision offers several accounts with a minimum interest rate guarantee of 1.50%.

InnoVision					Alternative investment		
Accumulated value(\$)	Before tax redemption value(\$)	Net estate value(\$)	Year	Age	Annual interest (\$)	After tax balance(\$)	Net estate value(\$)
26,697	7,943	740,095	1	55	1,200	30,636	20,121
135,789	110,784	701,637	5	60	6,260	159,814	107,089
284,242	284,242	659,309	10	65	13,212	337,302	231,447
270,491	270,491	696,495	20	75	16,296	416,032	308,373
83,562	83,562	750,000	30	85	20,099	513,139	403,255

Values are for illustrative purposes only and are not guaranteed. The net estate values shown assume that the insurance and the alternative investment are paid out as a dividend at death. It does not reflect any capital gain on the shares of the corporation as a result of the deemed disposition at death. Please see your advisor for more information.

INNOVISION - THE BETTER CHOICE!

A more cost-effective solution combining protection and investment flexibility for your corporate-estate needs

Protection flexibility - you design the protection to meet your needs - you can choose either a simple single coverage solution or add riders like Protection Indexor rider and Business Value Protector rider to increase your protection automatically to match a growing insurance need

Investment flexibility - Additional deposits above the minimum amount required grow within the policy on a tax sheltered basis to provide part of your protection solution as shown in the example above - choose from a wide range of investment options including fixed interest and equity options

You receive regular statements including rates of return that let you monitor the performance of your policy

You can track the performance of your investment daily on our website -www.manulife.ca/ul

You decide the amount and number of deposits to suit your needs and cash flows

Your solution is backed by the strength of Manulife, one of the largest life insurance companies in Canada



SAMPLE CASE

SHARED OWNERSHIP STRATEGY

A STRATEGY USING CRITICAL ILLNESS INSURANCE

COMPANY NAME:
OPCO/HOLDCO Inc

INSURED PERSON &
RETURN OF PREMIUM OWNER:
Key person / Shareholder

PRESENTED BY:
Gennaro Natale, B.A.Econ., Fin.Pl.,
[Www.groupenatale.com](http://www.groupenatale.com)
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Life's brighter under the sun





SHARED OWNERSHIP STRATEGY - CRITICAL ILLNESS INSURANCE

YOUR CURRENT SITUATION

The success of your corporation depends on your performance as a **key employee** and **owner of the corporation**. If you were to suffer a critical illness impacting your ability to contribute, your expertise would be difficult to replace and there may be a financial impact to your corporation.

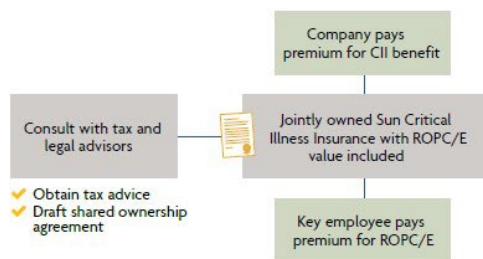
A SOLUTION

The Shared Ownership strategy using Sun Critical Illness Insurance makes it possible for you and your corporation to share in the risks and benefits of the insurance policy.

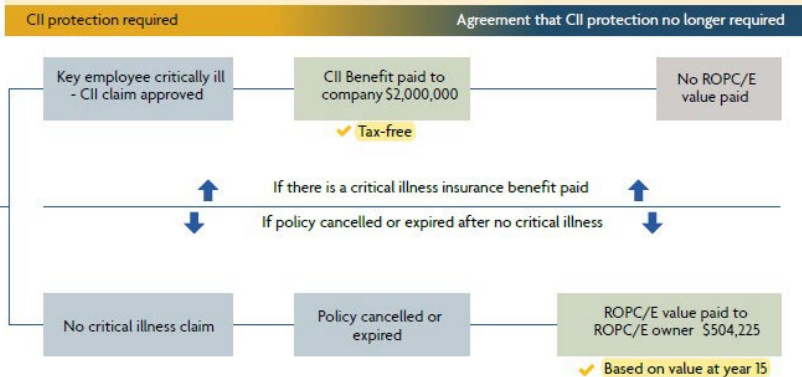
HOW A SHARED CRITICAL ILLNESS INSURANCE STRATEGY WORKS

You and your corporation jointly purchase a critical illness insurance (CII) policy on your health with the Return of premium on cancellation and/or expiry benefit (ROPC/E). You and your corporation have your lawyers draft a shared ownership agreement where your corporation owns and pays the premiums for the critical illness insurance coverage, and you own and pay the premiums for the ROPC/E value. If you experience a covered critical illness and survive the appropriate waiting period, your corporation collects the critical illness insurance benefit and you receive nothing for the ROPC/E premiums paid. However, if you remain healthy and the policy is eligible for cancellation, you can decide to cancel the policy. Upon cancellation or expiry, you will receive the ROPC/E value. The ROPC/E value is equal to all the premiums paid by both you and your corporation. If the ROPC/E value is paid, there may be tax consequences to you. Both you and your corporation need to obtain independent tax and legal advice on the potential consequences for your specific situations.

STRATEGY IMPLEMENTATION



TIMELINE OF POSSIBLE OUTCOMES



You and your corporation may select the option to add Return of premium on death benefit (ROPD) to the policy coverage. With this option, if the insured person dies while the policy is in effect with no CI claim payable, the returnable premium amount will be paid to the ROPD owner or the named beneficiary of the ROPD value.



SHARED OWNERSHIP STRATEGY - CRITICAL ILLNESS INSURANCE

OWNERSHIP DETAILS

Company name: OPCO/HOLDCO Inc	Return of premium (ROP) value owner Key person / Shareholder
Initial monthly premium: \$1,807.65	Initial monthly premium: \$993.60
Benefit information: Critical illness insurance benefit upon covered claim	Benefit information: Return of premium on cancellation or expiry (ROPCE) – Available after 15 years Return of premium on death (ROPD)

PLAN DESIGN DETAILS

Insured Person Key person / Shareholder, male, age 35, non-smoker	
Sun Critical Illness Insurance policy	
Insurance coverage:	\$2,000,000
Coverage term:	Term 75
Payment period:	To age 75
Total initial monthly premium:	\$2,801.25
OPCO/HOLDCO Inc premium:	\$1,807.65
Key person / Shareholder premium:	\$993.60

ABOUT THIS PRESENTATION

This presentation was prepared for information purposes only. It is not an insurance contract or an offer to provide insurance. It does not form any part of any policy that may be issued and is not intended to provide or replace professional legal or tax advice. For your specific situation, please consult your own tax and legal advisors.

SHARED OWNERSHIP STRATEGY - CRITICAL ILLNESS INSURANCE

POLICY VALUES

The Shared Ownership strategy using Sun Critical Illness Insurance makes it possible for you and your corporation to share in the risks and benefits of the insurance policy. This ledger shows the applicable premium and benefit values that may be provided to you and your corporation.

Policy year	Age	Total policy premium (\$)	OPCO/HOLDCO INC		KEY PERSON / SHAREHOLDER		
			Base coverage premium (\$)	Critical illness insurance benefit (\$) ¹	ROP Premium (\$)	ROPD value (\$)	ROPC/E value (\$)
1	36	2,801.25	1,807.65	2,000,000	993.60	33,615	-
2	37	2,801.25	1,807.65	2,000,000	993.60	67,230	-
3	38	2,801.25	1,807.65	2,000,000	993.60	100,845	-
4	39	2,801.25	1,807.65	2,000,000	993.60	134,460	-
5	40	2,801.25	1,807.65	2,000,000	993.60	168,075	-
6	41	2,801.25	1,807.65	2,000,000	993.60	201,690	-
7	42	2,801.25	1,807.65	2,000,000	993.60	235,305	-
8	43	2,801.25	1,807.65	2,000,000	993.60	268,920	-
9	44	2,801.25	1,807.65	2,000,000	993.60	302,535	-
10	45	2,801.25	1,807.65	2,000,000	993.60	336,150	-
11	46	2,801.25	1,807.65	2,000,000	993.60	369,765	-
12	47	2,801.25	1,807.65	2,000,000	993.60	403,380	-
13	48	2,801.25	1,807.65	2,000,000	993.60	436,995	-
14	49	2,801.25	1,807.65	2,000,000	993.60	470,610	-
15	50	2,801.25	1,807.65	2,000,000	993.60	504,225	504,225
16	51	2,801.25	1,807.65	2,000,000	993.60	537,840	537,840
17	52	2,801.25	1,807.65	2,000,000	993.60	571,455	571,455
18	53	2,801.25	1,807.65	2,000,000	993.60	605,070	605,070
19	54	2,801.25	1,807.65	2,000,000	993.60	638,685	638,685
20	55	2,801.25	1,807.65	2,000,000	993.60	672,300	672,300
21	56	2,801.25	1,807.65	2,000,000	993.60	705,915	705,915
22	57	2,801.25	1,807.65	2,000,000	993.60	739,530	739,530
23	58	2,801.25	1,807.65	2,000,000	993.60	773,145	773,145
24	59	2,801.25	1,807.65	2,000,000	993.60	806,760	806,760
25	60	2,801.25	1,807.65	2,000,000	993.60	840,375	840,375
26	61	2,801.25	1,807.65	2,000,000	993.60	873,990	873,990
27	62	2,801.25	1,807.65	2,000,000	993.60	907,605	907,605

SHARED OWNERSHIP STRATEGY - CRITICAL ILLNESS INSURANCE

POLICY VALUES (continued)

Policy year	Age	Total policy premium (\$)	OPCO/HOLDCO INC		KEY PERSON / SHAREHOLDER		
			Base coverage premium (\$)	Critical illness insurance benefit (\$) ¹	ROP Premium (\$)	ROPD value (\$)	ROPC/E value (\$)
28	63	2,801.25	1,807.65	2,000,000	993.60	941,220	941,220
29	64	2,801.25	1,807.65	2,000,000	993.60	974,835	974,835
30	65	2,801.25	1,807.65	2,000,000	993.60	1,008,450	1,008,450
31	66	2,801.25	1,807.65	2,000,000	993.60	1,042,065	1,042,065
32	67	2,801.25	1,807.65	2,000,000	993.60	1,075,680	1,075,680
33	68	2,801.25	1,807.65	2,000,000	993.60	1,109,295	1,109,295
34	69	2,801.25	1,807.65	2,000,000	993.60	1,142,910	1,142,910
35	70	2,801.25	1,807.65	2,000,000	993.60	1,176,525	1,176,525
36	71	2,801.25	1,807.65	2,000,000	993.60	1,210,140	1,210,140
37	72	2,801.25	1,807.65	2,000,000	993.60	1,243,755	1,243,755
38	73	2,801.25	1,807.65	2,000,000	993.60	1,277,370	1,277,370
39	74	2,801.25	1,807.65	2,000,000	993.60	1,310,985	1,310,985
40	75	2,801.25	1,807.65	2,000,000	993.60	1,344,600	1,344,600

¹ We will pay the ROPC/E value instead of the critical illness insurance benefit if the ROPC/E value is greater.



SHARED OWNERSHIP STRATEGY - CRITICAL ILLNESS INSURANCE

KEY CONSIDERATIONS

Here are some of the many factors to consider when thinking about shared ownership of a Sun Critical Illness Insurance policy. Please consult with your professional tax and legal advisors to ensure this strategy is suitable for you.

Consideration	Action
There are currently no specific income tax laws pertaining to the taxation of the shared ownership of critical illness insurance plans. The Canada Revenue Agency (CRA) has not ruled on the tax consequences of the arrangement.	Consult with your tax and legal advisors to understand the potential tax consequences of this arrangement.
In this illustration the owner of the ROP benefit is assumed to be the insured key employee, however a shared ownership agreement can be designed with a different owner of the benefit.	Consult with your tax and legal advisors to understand how different shared ownership structures can apply.
Premiums paid for the critical illness insurance benefit and the premiums paid for the ROPC/E or ROPD values are not deductible from taxable income.	Consult with your tax and legal advisors to ensure the premiums are properly treated for tax purposes.
Where your corporation is the critical illness insurance benefit payee, the benefit will be paid tax free. The proceeds will not create a credit to the corporation's capital dividend account (CDA).	Understand that credit to a corporation's CDA is available only for life insurance death proceeds received by the corporation as beneficiary of a policy.
Where the payee of the ROP value is different from your corporation, a taxable shareholder or employee benefit may arise from payment of any ROPC/E or ROPD value.	Consult with your tax and legal advisors to understand the impacts if the ROPC/E value is considered a taxable benefit.
If the ownership of the critical illness insurance coverage is transferred to you from your corporation, the fair market value of the benefit may be a taxable shareholder or employee benefit to the ROP benefit owner.	Consult with your tax and legal advisors to understand the potential tax consequences of a policy ownership change.
If the ownership of the ROP benefit is transferred from you to the corporation, the fair market value of the benefit may be paid tax-free to the key employee/owner.	Consult with your tax and legal advisors to understand the potential opportunity of a policy ownership change.
This presentation is based on values from the Sun Critical Illness Insurance illustration accompanying this presentation of the same date.	Read this presentation together with the product illustration, as it's incomplete without it.

SERVICES

- ✓ Wealth Management
- ✓ Financial planning
- ✓ Fiscal planning
- ✓ Estate planning, personal and corporate
- ✓ Retirement and pre-retirement planning
- ✓ Review wills and living wills.
- ✓ Mortgages
- ✓ Line of credit
- ✓ RRSP loans

GROUP INSURANCE

- ✓ Life Insurance
- ✓ Medication Insurance
- ✓ Health Insurance
- ✓ Travel Insurance
- ✓ Dental Insurance
- ✓ Critical illness Insurance
- ✓ Short-term disability Insurance
- ✓ Long-term disability Insurance

GROUP ANNUITIES

- ✓ Registered Retirement Savings Plan (group RRSP)
- ✓ Deferred Profit-Sharing Plan (DPSP)
- ✓ Simplified Pension Plan (SPP)
- ✓ Tax Free Savings Account (group TFSA)
- ✓ Voluntary Retirement Savings Plan (VRSP)

INDIVIDUAL AND CORPORATE INSURANCE SOLUTIONS

- ✓ Life insurance solutions
- ✓ Disability insurance solutions
- ✓ Critical illness insurance solutions
- ✓ Mortgage insurance

SAVINGS & INVESTMENTS

- ✓ Mutual funds
- ✓ Systematic investment review and retirement planning
- ✓ Guaranteed investment certificates (G.I.C.s)
- ✓ Tax free savings accounts (T.F.S.A.)
- ✓ Registered education savings plans (R.E.S.P.)
- ✓ Registered retirement savings plans (R.R.S.P.)
- ✓ Individual pension plans (I.P.P.)
- ✓ Registered retirement income funds (R.R.I.F.)
- ✓ Locked in registered accounts (L.I.R.A.)

STRATEGIES AND SPECIAL CONCEPTS

- ✓ Family protection
- ✓ Tax sheltered investing using life insurance.
- ✓ Insurance to fund a buy-sell agreement.
- ✓ Key person insurance / CI Split Dollar Solution
- ✓ Corporate Estate Bond
- ✓ Personal and corporate insured retirement programs
- ✓ Wealth transfer strategies