

# Great-West Life Estate Protection segregated funds policies information folder addendum

Updates to the

Canadian Balanced (Mackenzie)  
Change to – Strategic Income (Mackenzie)

**The Great-West Life Assurance Company**

## **Canadian Balanced (Mackenzie) change to Strategic Income (Mackenzie)**

**Effective August 2019** Mackenzie Investments will merge the underlying mutual fund which is held in the Canadian Balanced (Mackenzie) segregated fund.

Because of this change on or around August 16, 2019, the Canadian Balanced (Mackenzie) segregated fund will change its investment objective and become the Strategic Income (Mackenzie) segregated fund. There are no fee changes due to this fund change; refer to the Information Folder's investment management fees sections to see fee charges applicable.

The Strategic Income (Mackenzie) fund will invest primarily in fixed-income and/or income-oriented equity securities anywhere in the world.

We believe this expanded investment objective will create greater investment opportunities for investors as it provides broader investment opportunities outside Canada.

<b>Existing segregated fund name</b>	<b>New segregated fund name</b>
Canadian Balanced (Mackenzie)	Strategic Income (Mackenzie)

The information folder is amended to replace the name Canadian Balanced (Mackenzie) with Strategic Income (Mackenzie).

The Canadian Balanced (Mackenzie) Fund Facts, forming part of the Great-West Life Segregated Funds Policies information folder, is amended to reflect the updated name of the segregated fund in the "What does this fund invest in?" section. No other changes are being made to the segregated fund.

This addendum forms part of your information folder containing important provisions that you should read prior to investing. The information folder contains general information about your policy and includes a summary of the various types of risks that may apply when you invest in a segregated fund. This addendum is not an insurance contract.

The Great-West Life Assurance Company ("Great-West Life") is the sole issuer of the individual variable annuity policy described in the information folder.

You can contact us at:  
The Great-West Life Assurance Company  
255 Dufferin Avenue  
London, ON N6A 4K1

Web: [www.greatwestlife.com](http://www.greatwestlife.com)

Email: On our website please go to the "Contact Us Section".

Telephone: 1-800-665-5758

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## Strategic Income (Mackenzie)

**Quick facts:** Date fund available: November 14, 2016  
 Date fund created: December 12, 2000  
 Managed by: Mackenzie Investments

Total fund value: \$17,503,381  
 Portfolio turnover rate: 98.65%

Guarantee policy	Estate Protection standard series: FEL option <sup>1</sup>			Estate Protection Partner series: FEL option <sup>2</sup>		
Maturity / death benefit (%)	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>	Units outstanding	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>	Units outstanding
75 / 100	2.91	13.84	252,443	1.78	8.86	3,981

<sup>2</sup> For Estate Protection Partner series an advisory and management services (AMS) fee, of between 0.50% and 1.25%, is negotiated between you and your financial security advisor. The MER doesn't include this fee.

<sup>1</sup> FEL – Front-end load  
 MER – Management expense ratio  
 NAV – Net asset value

Minimum investment • Non-registered, TFSA, RRIF policies: \$10,000

### What does the fund invest in?

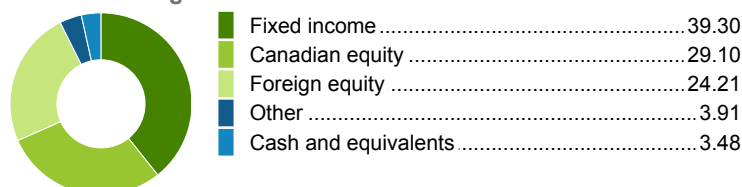
This segregated fund invests primarily in fixed-income and/or income-oriented equity securities anywhere in the world.

#### Top 10 investments

	Assets %
Province of Ontario, 2.9%, 6/2/2049	2.82
Toronto-Dominion Bank	2.42
Royal Bank of Canada	1.74
Canadian National Railway Company	1.72
Bermuda, 3.717%, 1/25/2027	1.50
Gov. of Canada, 2.75%, 12/1/2048	1.42
Alimentation Couche-Tard Inc.	1.30
Rogers Communications Inc.	1.27
Province of Quebec, 2.75%, 9/1/2028	1.26
Canadian Pacific Railway Limited	1.15
Total	16.59

**Total investments:** 337

#### Investment segmentation



### How has the fund performed?

This section tells you how the fund has performed over the past 9 years. The performance shown below is of the 75/100 fund series held under the Great-West Life Segregated Fund Policies information folder. That series isn't available in this information folder. Returns are after the MER has been deducted.

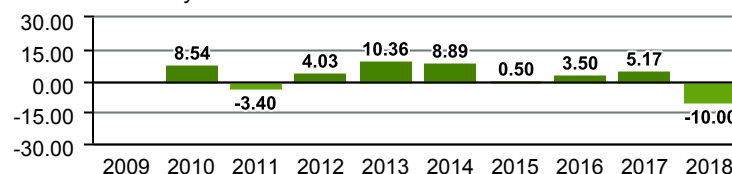
It's important to note that this doesn't tell you how the fund will perform in the future. Also, your actual return will depend on your personal tax situation.

#### Average return

A person who invested \$1,000 in the fund on October 5, 2009 would have \$1,384.31 on December 31, 2018. This works out to an average of 3.58% a year.

#### Year-by-year returns (%)

This chart shows how the fund has performed in each of the past 9 years. In the past 9 years, the fund was up in value 7 years and down in value 2 years.



### Are there any guarantees?

This fund is being offered under an insurance contract. It comes with guarantees that may protect your investment if the markets go down. The MER includes the insurance cost for the guarantee. For details, please refer to the information folder and contract.

### Who is this fund for?

A person who is investing for the medium to longer term and seeking exposure to bonds and Canadian and foreign stocks and is comfortable with low to moderate risk. Since the fund invests in stocks and bonds its value is affected by changes in interest rates and by stock prices, which can rise and fall in a short period of time.

### Notes

Effective August 16, 2019 the name of the segregated fund changed to Strategic Income (Mackenzie) from Canadian Balanced (Mackenzie). No other changes were made to the segregated fund.

### How risky is it?



The value of your investments can go down. Please see the *Fund risks* section of the information folder for further details.

## Strategic Income (Mackenzie)

### How much does it cost?

The following table shows the fees and expenses you could pay to invest in or redeem units of the fund and will depend on the sales charge option you choose.

#### 1. Sales charges

Sales charge option	What you pay	How it works
Estate Protection standard series FEL option	There is no fee to invest or redeem units.	<ul style="list-style-type: none"> <li>You can redeem units without paying a deferred sales charge.</li> <li>You can switch to units of other available funds under the contract at any time.</li> </ul>
Estate Protection Partner series FEL option	<ul style="list-style-type: none"> <li>There is no fee to invest or redeem units.</li> <li>You will also agree on an advisory and management services fee (AMS) of between 0.50 - 1.25%. The AMS fee is deducted from your policy every quarter.</li> </ul>	

#### 2. Ongoing expenses

The MER includes the management fee and operating expenses of the fund as well as the insurance cost for the guarantee. For Estate Protection standard series the MER also includes a fee that is paid to your financial security advisor for the services and advice provided to you. You don't pay the MER directly but it will reduce the return on your investment. For Estate Protection Partner series, you will pay for the financial security advisor's services through the redemption of units from your policy, known as an AMS fee. This fee is negotiable and ranges from 0.50 -1.25%. For details about how the guarantee works, see your insurance contract.

Guarantee policy	Estate Protection standard series: FEL option	Estate Protection Partner series: FEL option
<b>Maturity / death benefit (%)</b>	<b>MER (Annual rate as a % of the fund's value)</b>	
75 / 100	2.91	1.78

#### Trailing commission

Great-West may pay a trailing commission for the services and advice provided to you. The trailing commission is paid out of the management fee for as long as you hold the fund. The rate depends on the series you choose.

Series	Trailing commission
Estate Protection standard series FEL option	Up to 1% of the value of your investment each year
Estate Protection Partner series FEL option	No trailing commission, but you are responsible for the AMS fee negotiated with your financial security advisor.

#### 3. Other fees

You may have to pay other fees when you redeem or switch units of the fund.

Fee	What you pay
Short-term trading fee	Up to 2% of the value of units you redeem or switch within 90 days of investing in the fund.
Switch fee	You may make up to 12 free switches in each calendar year and after that you may be charged a fee.

### What if I change my mind?

You can change your mind and cancel the segregated fund policy, the initial pre-authorized chequing premium or any lump-sum premium you apply to the policy by telling us in writing within two business days of the earlier of the date you received confirmation of the transaction or five business days after it is mailed to you.

Your cancellation request has to be in writing, which can include email or letter. The amount returned will be the lesser of the amount of the premium being cancelled or the value of the applicable units acquired on the day we process your request. The amount returned only applies to the specific transaction and will include a refund of any sales charges or other fees you paid.

#### For more information

The *Fund Facts* may not contain all the information you need. Please read the contract and the information folder or you may contact us at:

The Great-West Life Assurance Company  
 255 Dufferin Avenue  
 London, ON N6A 4K1  
 Web: [www.greatwestlife.com](http://www.greatwestlife.com)  
 Email: On our website please go to the "Contact Us" section  
 Telephone: 1-800-665-5758