

# Real Estate

**Quick facts:** **Date fund available:** April 30, 1989  
**Date fund created:** April 30, 1989  
**Managed by:** GWL Realty Advisors Inc.

**Total fund value:** \$4,334,767,479  
**Portfolio turnover rate:** 4.40%

Guarantee option	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>	UOS <sup>1</sup>
75% maturity and 75% death benefit guarantee - Back-end load units	3.08	365.14	143,611
75% maturity and 75% death benefit guarantee - No-load units	3.08	348.93	275,028

<sup>1</sup> MER – Management expense ratio  
 NAV – Net asset value  
 UOS - Units outstanding

**Minimum investment**  
 Non-registered and RRSP policies: \$300 lump sum or pre-authorized chequing (PAC) of \$50  
 RRIF policies: Existing Canada Life FAA client \$10,000

## What does the fund invest in?

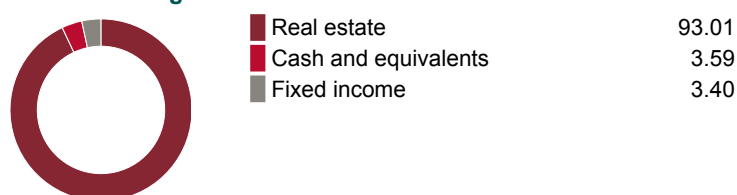
This segregated fund invests primarily, directly or indirectly, in a portfolio of income producing Canadian real estate properties.

### Top 10 investments

	Assets %
Laird Business Park, Mississauga, ON	4.66
The Livmore High Park, Toronto, ON	4.08
High Park Village - West Tower, Toronto, ON	3.78
Grenadier Square Redevelopment, Toronto, ON	3.39
320 McRae Avenue, Ottawa, ON	3.08
The Lillian Redpath Towers, Toronto, ON	2.65
33 Yonge Street, Toronto, ON	2.40
Bayview Village Place, Toronto, ON	2.33
6301, 6315, 6325 106 Avenue SE, Calgary, AB	2.16
50 Prince Arthur Avenue, Toronto, ON	2.09
<b>Total</b>	<b>30.62</b>

**Total investments:** **105**

### Investment segmentation



## 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 longer term and seeking the potential for long-term growth by investing in a portfolio of Canadian real estate properties and are comfortable with low to moderate risk due to the ups and downs of the real estate market. Redemptions may be suspended during any period that the segregated fund does not have sufficient cash or readily marketable securities to meet requests for redemptions. **This fund should be considered as a long-term investment and is not suitable for a person who may need to quickly convert their holdings to cash.**

## Notes

Over the past five years, the Real Estate fund has bought \$294 million worth of real property and has sold \$994 million worth.

## How has the fund performed?

This section tells you how the fund has performed over the past 10 years for a policyowner who chose the 75/75 guarantee option (back-end load units). Returns are after the MER has been deducted.

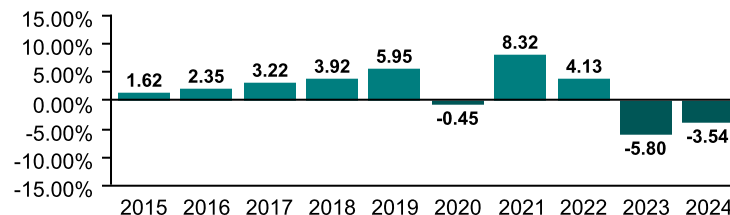
It's important to note that this doesn't tell you how the fund will perform in the future. Also, your actual return will depend on the guarantee option you choose and your personal tax situation.

### Average return

A person who invested \$1,000 in the fund on December 31, 2014 and chose the 75/75 guarantee option (back-end load units) would have \$1,206.14 on December 31, 2024. This works out to an average of 1.89% a year.

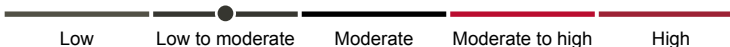
### Year-by-year returns (%)

This chart shows how the fund has performed in each of the past 10 years for a policyowner who chose the 75/75 guarantee option (back-end load units). In the past 10 years, the fund was up in value 7 years and down in value 3 years.



## How risky is it?

The risk rating for this fund is *Low to moderate*.



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

## Real Estate

### 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
Back-end load units  As of June 1, 2023, the back-end load sales charge option is only available for new contributions received from existing policyowners or for internal transfers as per our administrative guidelines.	If you redeem units within: • 1 year of investing, you pay 4.50% • 2 years of investing, you pay 4.25% • 3 years of investing, you pay 3.90% • 4 years of investing, you pay 3.50% • 5 years of investing, you pay 3.00% • 6 years of investing, you pay 2.35% • 7 years of investing, you pay 1.50% • After 7 years, you pay 0.00%	•When you invest, Canada Life pays a commission of up to 5%. Any early redemption fee you pay goes to Canada Life. •You can redeem up to 10% (20% for RRIF type policies) of your units each year without paying an early redemption. •The early redemption fee is a set rate. It is deducted from the amount you withdraw. •You can exchange to units of other funds under the contract at any time without paying an early redemption fee. •The early redemption fee schedule is based on the date you invested the premium.
No-load units	There is no fee to invest or redeem units.	•You can redeem units without paying an early redemption fee. •You can exchange to units of other funds under the contract at any time.

#### 2. Ongoing expenses

The MER includes the management fee and operating expenses of the fund. The MER includes the insurance cost for the guarantee. You do not pay these expenses directly. They affect you because they reduce the return you get on your investment. For details about how the guarantees work, see your insurance contract.

Guarantee option	MER (Annual rate as a % of the fund's value)
75% maturity and 75% death benefit guarantee - Back-end load units	3.08
75% maturity and 75% death benefit guarantee - No-load units	3.08

#### Trailing commission

Canada Life pays 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 sales charge option you choose.

Sales charge option	Trailing commission
Back-end load units	Up to 0.50% of the value of your investment each year.
No-load units	Up to 1% of the value of your investment each year.

#### 3. Other fees

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

Fee	What you pay
Short-term trading fee	Up to 2% of the value of units you redeem or exchange within 90 days of investing in the fund.

### What if I change my mind?

You can change your mind and cancel the investment fund contract, 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:

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