

# Real Estate

**Quick facts:** **Date fund available:** October 5, 2009  
**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 policy: Maturity / death benefit (%)	75 / 75			75 / 100			100 / 100		
	Series	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>	UOS <sup>1</sup>	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>	UOS <sup>1</sup>	MER (%) <sup>1</sup>	NAV (\$) <sup>1</sup>
Standard: FEL, DSC and LSC options <sup>1,3</sup>	3.08	17.77	2,379,238	3.18	17.47	1,024,932	3.62	16.26	79,212
Preferred 1: FEL, DSC and LSC options <sup>1,3</sup>	2.61	15.59	2,044,489	2.78	15.28	967,325	3.17	14.58	109,295
Partner: FEL option <sup>2</sup>	1.97	11.83	230,393	2.07	11.74	77,739	--	--	--
Preferred partner: FEL option <sup>2</sup>	1.50	12.18	118,247	1.67	12.03	34,958	--	--	--

<sup>2</sup> For Partner series and Preferred 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  
 UOS - Units outstanding

**Minimum investment**  
 Non-registered, RRSP and TFSA policies: \$500 initial or pre-authorized chequing (PAC) of \$25  
 RRIF policies: \$10,000 initial  
 Preferred series 1 and Preferred partner series has a \$500,000 minimum total holdings requirement

<sup>3</sup> DSC - Deferred sales charge – Contributions are no longer accepted.  
 LSC – Low-load deferred sales charge – Contributions are no longer accepted.

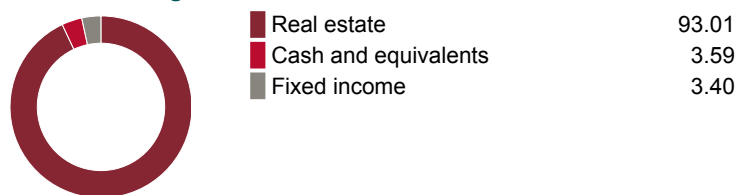
## What does the fund invest in?

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>
<b>Total investments:</b>	<b>105</b>

### 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 policy and Standard series option. Returns are after the MER has been deducted.

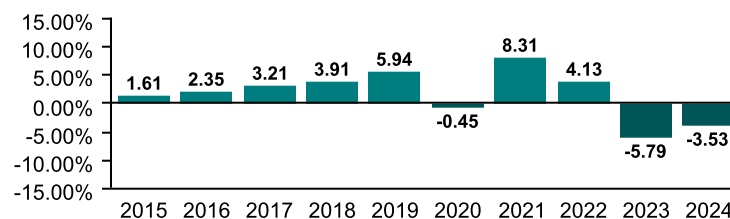
It's important to note that this doesn't tell you how a Standard series option will perform in the future. Also, your actual return will depend on the guarantee policy and sales charge option you choose and your personal tax situation.

### Average return

A person who invested \$1,000 in a Standard series option on December 31, 2014 would have \$1,205.39 on December 31, 2024. This works out to an average of 1.89% a year.

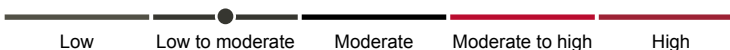
### Year-by-year returns (%)

This chart shows how a Standard series option has performed in each of the past 10 years. 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.

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### 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
Standard series FEL option	Up to 5% of the amount you invest.	<ul style="list-style-type: none"> <li>You and your financial security advisor determine the rate.</li> <li>The fee is deducted from the amount you invest. It is paid as a commission.</li> </ul>
Preferred series 1 FEL option	Up to 2% of the amount you invest.	
Standard series DSC option and Preferred series 1 DSC option  Effective May 12, 2023, contributions to the deferred sales charge (DSC) option are no longer accepted.	If you redeem units within: <ul style="list-style-type: none"> <li>1 year of investing, you pay 5.50%</li> <li>2 years of investing, you pay 5.00%</li> <li>3 years of investing, you pay 5.00%</li> <li>4 years of investing, you pay 4.00%</li> <li>5 years of investing, you pay 4.00%</li> <li>6 years of investing, you pay 3.00%</li> <li>7 years of investing, you pay 2.00%</li> <li>After 7 years, you pay 0.00%</li> </ul>	<ul style="list-style-type: none"> <li>When you invest, Canada Life pays a commission of up to 5%.</li> <li>You can redeem up to 10% of your units each year without paying a redemption charge.</li> </ul>
Standard series LSC option and Preferred series 1 LSC option  Effective May 12, 2023, contributions to the low-load sales charge (LSC) option are no longer accepted.	If you redeem units within: <ul style="list-style-type: none"> <li>1 year of investing, you pay 3.00%</li> <li>2 years of investing, you pay 2.50%</li> <li>3 years of investing, you pay 2.00%</li> <li>After 3 years, you pay 0.00%</li> </ul>	
Partner series FEL option	Up to 5% of the amount you invest.	<ul style="list-style-type: none"> <li>You and your financial security advisor determine the rate.</li> <li>The fee is deducted from the amount you invest. It's paid as a commission.</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 month.</li> </ul>
Preferred partner series FEL option	Up to 2% of the amount you invest.	

#### 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 Standard series and Preferred series 1, 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 Partner series and Preferred 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%.

Available additional guarantee options are subject to the following fees. You have to pay for these as set out below and this cost isn't included in the MER. For details about how the guarantees work, please see the applicable section of your information folder and contract.

Guarantee policy	Standard series: FEL, DSC and LSC options	Preferred series 1: FEL, DSC and LSC options	Partner series: FEL option	Preferred partner series: FEL option	Death benefit guarantee reset option (%)	Maturity guarantee reset option (%)	Lifetime income benefit fee (%)
<b>Maturity / death benefit (%)</b>	<b>MER (Annual rate as a % of the fund's value)</b>				<b>Additional costs</b>		
75 / 75	3.08	2.61	1.97	1.50	n/a	n/a	n/a
75 / 100	3.18	2.78	2.07	1.67	0.16	n/a	n/a
100 / 100	3.62	3.17	--	--	0.16	0.21	n/a

#### Trailing commission

Canada Life 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
Standard series FEL and Preferred series 1 FEL options	Up to 1% of the value of your investment each year.
Standard series DSC and Preferred series 1 DSC options	Up to 0.50% of the value of your investment each year.
Standard series LSC and Preferred series 1 LSC options	Up to 1% of the value of your investment each year.
Partner series FEL and Preferred partner series FEL options	No trailing commission, but you are responsible for the AMS fee negotiated with your financial security advisor.

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### 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	<ul style="list-style-type: none"><li>• You may make up to 12 free switches in each calendar year and after that you may be charged a fee.</li><li>• You may be charged up to 5% of the value of the units you switch to the Standard series FEL or Partner series FEL options or up to 2% of the value of the units you switch to the Preferred series 1 FEL or Preferred partner series FEL options.</li></ul>

### 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 Canada Life Assurance Company  
255 Dufferin Avenue  
London, ON N6A 4K1  
Web - [www.canadalife.com](http://www.canadalife.com)  
Email - [isp\\_customer\\_care@canadalife.com](mailto:isp_customer_care@canadalife.com)  
Telephone - 1-888-252-1847