



# Canada Life segregated fund policy

Originally with Great-West Life

## Standard series, Preferred series 1, Partner series, Preferred partner series

Information folder addendum

Updates to the  
Income (Mackenzie) Fund Facts

**The Canada Life Assurance Company**

## Income (Mackenzie)

**Effective October 2020** the investment objective of the Income (Mackenzie) segregated fund is being amended to allow it to invest primarily in fixed income securities and stocks anywhere in the world. Currently, the segregated fund invests primarily in Canadian fixed-income securities and stocks with exposure to foreign stocks.

We believe this expanded investment objective affords greater flexibility for the segregated fund to invest in securities of non-Canadian issuers, in addition to Canadian issuers.

The Income (Mackenzie) Fund Facts, forming part of the Canada Life segregated funds policies Standard series, Preferred series 1, Partner series and Preferred partner series information folder originally with Great-West Life, is amended to reflect the change in the “What does this fund invest in?” section. No other changes were 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 Canada Life Assurance Company (“Canada Life”) is the sole issuer of the individual variable annuity policy described in the information folder.

You can contact us at:

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Web: [canadalife.com](http://canadalife.com)

Email: On our website please go to the ["Contact Us"](#) section.

Telephone: 1-800-665-5758

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# Income (Mackenzie)

**Quick facts:** Date fund available: October 5, 2009  
 Date fund created: January 23, 1996  
 Managed by: Mackenzie Investments

Total fund value: \$83,445,213  
 Portfolio turnover rate: 86.84%

| Guarantee policy             | Standard series: FEL, DSC and LSC options <sup>1</sup> |                       |                   | Preferred series 1: FEL, DSC and LSC options <sup>1</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 / 75                      | 2.25   | 16.50                 | 604,848           | 2.06  | 14.19                 | 668,152           |
| 75 / 100                     | 2.30   | 16.41                 | 584,297           | 2.12  | 14.13                 | 196,753           |
| 100 / 100                    | 2.36   | 16.33                 | 26,096            | 2.17  | 13.98                 | 18,518            |
| Guarantee policy             | Partner series: FEL option <sup>2</sup>                |                       |                   | Preferred partner series: FEL option <sup>2</sup>         |                       |                   |
| 75 / 75                      | 1.13   | 10.77                 | 33,986            | 0.94  | 10.80                 | 733               |
| 75 / 100                     | 1.19   | 10.76                 | 323,818           | --  | --                    | --                |
| 100 / 100                    | --   | --                    | --                | --  | --                    | --                |

<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  
 DSC – Deferred sales charge  
 LSC – Low-load deferred sales charge  
 MER – Management expense ratio  
 NAV – Net asset value

Minimum investment

**Standard series: FEL, DSC and LSC and Partner series FEL options**  
 • Non-registered, RRSP and TFSA policies: \$500 initial or pre-authorized chequing (PAC) of \$25  
 • RRIF policies: \$10,000

**Preferred series 1: FEL, DSC and LSC and Preferred partner series FEL options**  
 • Non-registered, RRSP, TFSA and RRIF policies: \$100,000 initial (with \$500,000 minimum total holdings requirement)

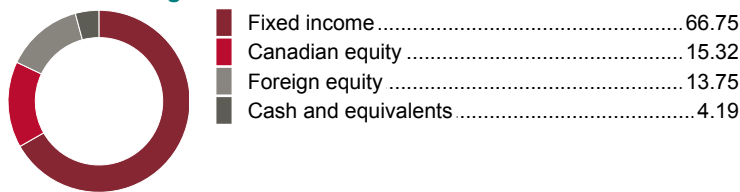
## What does the fund invest in?

This segregated fund invests primarily in fixed income securities and stocks anywhere in the world.

### Top 10 investments

|  | Assets %   |
|--|------------|
| United States Treasury Bill, 2.375%, 5/15/2029 ..... | 4.89       |
| Province of Quebec, 3.5%, 12/1/2048 .....            | 3.19       |
| Province of Ontario, 2.7%, 6/2/2029 .....            | 2.97       |
| Province of Ontario, 2.9%, 6/2/2049 .....            | 2.36       |
| Gov. of Canada, 2.75%, 12/1/2048 .....               | 2.01       |
| United States Treasury Bill, 1.75%, 6/30/2024 .....  | 1.83       |
| Province of Quebec, 2.75%, 9/1/2028 .....            | 1.67       |
| Royal Bank of Canada .....                           | 1.50       |
| Toronto-Dominion Bank .....                          | 1.50       |
| Province of Ontario, 2.65%, 12/2/2050 .....          | 1.44       |
| Total .....  | 23.35      |
| <b>Total investments: .....</b>                      | <b>489</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 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 October 2020 the investment objective of the Income (Mackenzie) segregated fund changed from investing primarily in Canadian fixed income securities and stocks with exposure to foreign stocks to investing primarily in fixed income securities and stocks anywhere in the world. The performance prior to October 2020 was achieved under the previous investment objective.

## 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.

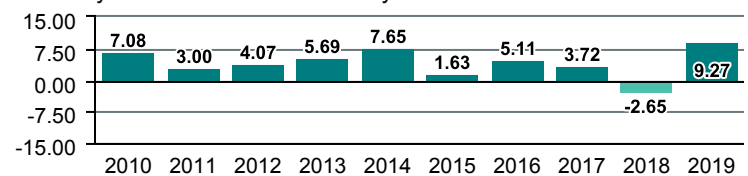
It's important to note that this doesn't tell you how a Standard series option will perform in the future. Also, your actual return will depend on the guarantee policy and sales charge option you choose and your personal tax situation.

### Average return

A person who invested \$1,000 in a Standard series option on December 31, 2009 would have \$1,539.31 on December 31, 2019. This works out to an average of 4.41% 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 9 years and down in value 1 year.



## 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.

## 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  |
|--|---|---|
| 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 | If you redeem units within:<br>1 year of investing, you pay 5.50%<br>2 years of investing, you pay 5.00%<br>3 years of investing, you pay 5.00%<br>4 years of investing, you pay 4.00%<br>5 years of investing, you pay 4.00%<br>6 years of investing, you pay 3.00%<br>7 years of investing, you pay 2.00%<br>After 7 years, you pay 0.00% | <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 | If you redeem units within:<br>1 year of investing, you pay 3.00%<br>2 years of investing, you pay 2.50%<br>3 years of investing, you pay 2.00%<br>After 3 years, you pay 0.00%   |   |
| 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 quarter.</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. The lifetime income benefit option isn't available when Preferred series 1 or Preferred partner series is selected.

| 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                             | 2.25  | 2.06   | 1.13                       | 0.94                                 | n/a                                      | n/a                                 | n/a                             |
| 75 / 100                            | 2.30  | 2.12   | 1.19                       | --                                   | 0.11                                     | n/a                                 | n/a                             |
| 100 / 100                           | 2.36  | 2.17   | --                         | --                                   | 0.11                                     | 0.05                                | 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. |

## Income (Mackenzie)

### 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

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