

### QUICK FACTS

**Date of first offer under IA Clarington GIF:** March 15, 2010

**Total Fund Value:** \$194.9 million

**Net Asset Value per Unit:** Guarantee A \$13.40  
Guarantee B \$14.12  
Guarantee C \$17.51

**Number of Units Outstanding:** 13,381,915

**Management Expense Ratio (MER):** Guarantee A 3.56%  
Guarantee B 3.08%  
Guarantee C 2.55%

**Portfolio Advisor:** QV Investors Inc.

**Portfolio Turnover Rate:** 0.93%

**Minimum Investment:** \$500

### WHAT DOES THIS FUND INVEST IN?

This fund invests in units of the IA Clarington Canadian Balanced fund, which primarily invests in a portfolio of Canadian equity and fixed income investments.

#### Top 10 investments of the underlying mutual fund

CGI Inc.	3.12%
Industrial Alliance Insurance and Financial Services Inc. - iA Financial Group	2.85%
Royal Bank of Canada	2.65%
Rogers Communications Inc., Class B	2.64%
Open Text Corp.	2.54%
AltaGas Ltd.	2.53%
Brookfield Asset Management Inc.	2.49%
Canadian Pacific Railway Co.	2.48%
The Toronto-Dominion Bank	2.39%
Canadian National Railway Co.	2.19%
<b>Total</b>	<b>25.88%</b>

**Total investments of the underlying mutual fund:** 90

#### Investment segmentation of the underlying mutual fund

Canadian Equity	61.97%
Canadian Bonds	30.82%
Foreign Equity	4.81%
Short Term and others	1.49%
Income Trust	0.91%
<b>Total</b>	<b>100.00%</b>

### WHO IS THIS FUND FOR?

**The fund may be suitable for an investor who:**

- seeks capital appreciation and income
- invests with below average risk tolerance
- is planning to invest for the medium to long term

### HOW RISKY IS IT?

The value of your investment can go down. Please refer to the information folder for further details.

#### RISK LEVEL

Low	Low to moderate	Moderate	Moderate to high	High

### ARE THERE ANY GUARANTEES?

This fund is 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 guarantees. For details, please refer to the information folder and contract.

<sup>1</sup> Guarantee C offered for contracts issued as of May 12, 2016.

### HOW HAS THE FUND PERFORMED?

This section tells you how the fund has performed over the past years for a policyholder who chose Guarantee A. Returns shown are after the MER has been deducted.

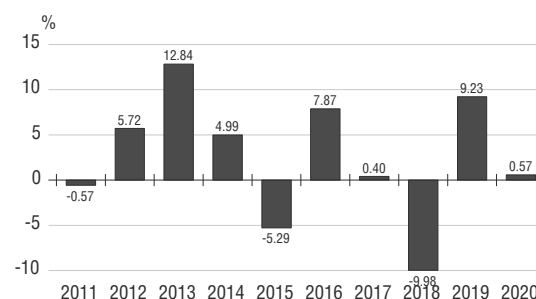
Important: Past performance does not indicate how the fund will perform in the future. Also, your actual return will depend on the guarantee option you choose, any changes you made to your investment and your personal tax situation.

#### AVERAGE RETURN

A person who invested \$1,000 in the fund 10 years ago (or since the date it was first offered under IA Clarington GIF if less than 10 years) now has \$1,263. This works out to an average return of 2.36% a year.

#### YEAR-BY-YEAR RETURNS

This chart shows how the fund has performed for the last 10 years. In this period, the fund was up in value 7 years and down in value 3 years.



# IA CLARINGTON CANADIAN BALANCED GIF

## HOW MUCH DOES IT COST?

The following tables show the fees and expenses you could pay to invest, hold or surrender an amount in the fund.

The ongoing fees and expenses are different for each guarantee option.

One of the following sales charges will apply, see information folder or contract for full details or discuss with your life insurance agent.

Sales Charge Option	What You Pay	How It Works
Deferred Sales Charge	<b>Surrender Fees</b>	<p>The deferred sales charge is a fixed rate and is deducted from the amount you surrender. Any deferred sales charges paid go to iA Financial Group.</p> <p>When you invest in the fund, iA Financial Group pays to the Distributor a commission of up to 5%. For investments made in funds as of the Annuitant's age of 80, this commission will be fully recovered by iA Financial Group if the death of the Annuitant occurs within the 24 months following the date of the investment.</p> <p>You have the right to surrender up to 10% of the market value of your units each year, without a surrender fee.</p> <p>You may switch to units of another fund under the contract at any time without paying a deferred sales charge.</p>
	If you surrender within:	
	1 <sup>st</sup> year 5.75%	
	2 <sup>nd</sup> year 5.50%	
	3 <sup>rd</sup> year 5.00%	
	4 <sup>th</sup> year 4.50%	
	5 <sup>th</sup> year 4.00%	
	6 <sup>th</sup> year 3.50%	
	7 <sup>th</sup> year 2.00%	
	8 <sup>th</sup> and + year 0%	
Front End Sales Charge	Up to 5% of the amount to be invested in the fund. There is an applicable sales	charge of up to 5% which is negotiable between you and your life insurance agent. This sales charge is deducted from the amount invested and is paid to the Distributor as a commission.

## ONGOING FUND EXPENSES

The MER includes the management fee and operating expenses of the fund. It also includes the insurance fee associated with the guarantees.

You don't pay these expenses directly but they will reduce the return on your investment. For details about how the guarantees work, please refer to the information folder and contract.

Guarantee Option	Maturity	Death	MER* (Annual rate as a % of the fund value)
Guarantee A	100%	100%	3.56%
Guarantee B	75%	100%	3.08%
Guarantee C	75%	75%	2.55%

\*MER shown may differ from actual MER

## TRAILING COMMISSION

iA Financial Group pays a trailing commission as long as you have investment in the fund. This commission is for the ongoing service and advice your life insurance agent and the Distributor provide. The trailing commission is included in the management fee. The rate depends on the sales charge you choose. The trailing commission is calculated on the monthly average market value of your investment in the fund and paid quarterly.

**Deferred sales charge** - up to 0.50% of the market value of your investment each year

**Front end sales charge** - up to 1.00% of the market value of your investment each year

## OTHER FEES

You may have to pay other fees when you surrender or transfer investments in this fund.

A transaction fee of \$35 may be charged for a surrender or transfer in accordance with administrative policies then in force.

If you surrender or transfer an investment in the funds within 90 days of the investment date, you may have to pay a frequent trading fee equal to 2% of the market value of this investment. These fees are reinvested in the fund.

## WHAT IF I CHANGE MY MIND?

You may change your mind within two business days of the earlier of:

- the date you received confirmation or
- five business days after it is mailed.

You may also change your mind about subsequent transactions you make under the contract within two business days of the earlier of:

- the date you received confirmation of the transaction or
- five business days after it is mailed.

In this case the right to cancel only applies to the new transaction. You have to tell the insurer in writing, by e-mail, fax or letter, that you want to cancel. The amount returned will be the lesser of:

- the value of the premium invested or
- the value of the investment on the valuation day following the day iA Financial Group received your request to cancel.

The amount returned only applies to the specific transaction and will include a refund of any sales charges you paid.

## FOR MORE INFORMATION

This summary may not contain all the information you need. Please read the Information Folder and iA Clarington GIF Individual Variable Annuity Contract.

### iA Financial Group

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