

Helios2[®] Contract

GUARANTEED INVESTMENT FUNDS

REPRESENTATIVE'S GUIDE

FOR REPRESENTATIVES ONLY



Desjardins Insurance refers to Desjardins Financial Security Life Assurance Company.

The Helios2 Contract offers your clients the choice of four different Guarantees.¹

	Helios2 – 75/75 Protect your clients' investments	Helios2 – 75/100i Protect your clients' estates	Helios2 – 100/100i Offer your clients comprehensive coverage	Helios2 – 75/100GLWB Protect your clients' retirement income
Main benefits	Growth potential and distinctive protections	<div style="border: 1px solid gray; background-color: #f0f0f0; padding: 5px; text-align: center;"> Inflation-adjusted Death Benefit The only one of its kind in Canada </div>		Guaranteed Lifetime Withdrawal Benefit
Target clientele	Self-employed workers, business owners, professionals	Clients who want their estate to be passed on quickly and easily	Cautious investors who: <ul style="list-style-type: none"> • Have a 15-year investment horizon • Want to leave something 	Clients who want to protect their retirement income from market fluctuations

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- Guarantee selection

¹ The Owner must select one of the four Guarantees available under this Contract. The Owner may change their Guarantee, once per calendar year, by submitting written notification, unless such a change would reduce the new Guaranteed Amount to less than 75% of the sum of Deposits adjusted for withdrawals. The Contract must satisfy all Deposit requirements of the selected Guarantee. Please refer to the Contract and Information Folder for more details.

Why choose a guaranteed investment fund?

For their distinctive features, like the ability to designate a Beneficiary:

1. Estate bypass
2. Decision-making control
3. Creditor protection
4. Estate planning





1. Estatebypass

Because of the nature of the Contract they're sold under, guaranteed investment funds can spare your clients' loved ones from complicated paperwork and cash flow problems in the event of their death.

The **Death Benefit is automatically paid out to the Beneficiary designated in the Contract within five business days**,² thereby avoiding estate settlement costs and delays. That way, your client's loved ones won't have to jump through hoops to access the funds they need for their immediate needs.

² Some conditions apply, including receipt of required documents (e.g., death certificate). The Beneficiary must be named in the Contract.

³ Except for a TFSA Contract, tax slips must be sent to the Estate's trustee to declare the Contract's fair market value at the moment of the Annuitant's death.

2. Decision-making control

Because the **Death Benefit isn't part of the estate**, it's paid out confidentially to the Beneficiary designated in the Contract³. If confidentiality is a priority for your clients, or if they want to make a private donation, a guaranteed investment fund Contract can be a valuable estate-planning tool.

Gradual wealth transfer

Plus, with **the annuity settlement option**, your clients can set the conditions for how their Beneficiaries will receive their share of the Death Benefit.⁴

This option is right for your client if:

- They want to transfer their assets gradually and confidentially
- They're concerned about a Beneficiary's ability to manage a potentially sizeable lump-sum payment
- They want to provide lifetime care for a dependent Beneficiary

DID YOU KNOW?

¼ of high-net-worth Canadians are concerned about their children's ability to manage their estate.⁵

⁴ For the Death Benefit to be paid out as an annuity, the Contract Owner must complete form 17-0136_800E, *Beneficiary Designation – Annuity Settlement Option (Endorsement)*, either when they complete their Contract Application or any time thereafter.

⁵ 2009 Ipsos Reid survey conducted on behalf of BMO Harris Private Banking.

3. Creditorprotection ⁶

If your client is self-employed, a business executive, a board member or a professional such as a doctor, lawyer or notary, their work puts them at high risk of liability. One of the advantages of the Helios2 Contract is that it can be made **exempt from seizure**.

As an annuity contract issued by an insurance company, the Helios2 Contract is able to provide some protection from creditors.

It all comes down to the Beneficiary designation

The person your client chooses as their Beneficiary is the key to ensuring their guaranteed investment fund Contract is exempt from seizure. Only the following types of Beneficiaries are guaranteed some protection from creditors:

Class of Beneficiary designated in an annuity Contract established by an insurer	During the Owner's lifetime
Preferred revocable Beneficiary <ul style="list-style-type: none"> • Married spouse* • Ascendants:* parents (and grandparents in Quebec) • Descendants:* children and grandchildren 	Exempt from seizure
Any irrevocable Beneficiary	Exempt from seizure

* In Quebec, the relationship must be between the person(s) named in the table and the Contract Owner. In the rest of Canada, the relationship must be between the person(s) named in the table and the Annuitant of the Contract.

⁶ The information in this guide is provided for illustrative purposes only and does not constitute a legal opinion. Exemption from seizure rules can be complex and may vary between provinces. Interested parties should consult a legal expert (lawyer or notary) for an assessment of their specific situation.

EXAMPLE

An unmarried man with no children who designates his brother as his revocable Beneficiary could have his guaranteed investment fund Contract seized by creditors. To protect his Contract, he should instead name one of his parents as a revocable Beneficiary, or his brother (or any other person) as an irrevocable Beneficiary.⁷



DID YOU KNOW?

More than 125,000 Canadians declared personal bankruptcy in 2017.⁸

No one is immune to financial misfortune. Why would your clients risk what they've worked so hard for when guarantees to protect their investment are readily available?

⁷ The consent of the irrevocable Beneficiary is required to make any changes or carry out any transactions under the Helios2 Contract.

⁸ Office of the Superintendent of Bankruptcy Canada, Insolvency Statistics in Canada – December 2017.

4. Estateplanning

The Helios2 Contract is a great way to balance out an estate plan.

1. A temporary solution while finalizing a will

Did you know that half of Canadians don't have a will?⁹ When someone dies without a will, the law decides how their assets are distributed. But by designating a Beneficiary on their Contract, your clients can make sure their wishes are respected if they die before their will is finalized.

2. A smart solution to supplement a will

Did you know that it generally takes **over a year** to settle an estate?

One of the first steps in the estate settlement process is probating the will (the legal process required to recognize its validity). Once this is done, the executor of the will can administer and liquidate the estate. This process is mostly the same across all of Canada, except in Quebec, where a will doesn't need to be probated if it's been notarized. Plus, there are fees involved in the probate process. In many provinces, probate fees are based on the value of the estate.

Examples of probate fees on a \$100,000 estate	
Alberta	\$200
British Columbia	\$1,058
Manitoba	\$700
New Brunswick	\$500
Quebec (non-notarized will)	\$99
Nunavut	\$1,000
Yukon	\$140
Newfoundland and Labrador	\$555
Nova Scotia	\$973
Ontario	\$1,000
Saskatchewan	\$700
Prince Edward Island	\$400
Northwest Territories	\$200

Source : CCH Canadian Limited. *Tax Reference Guide 2016-2017*.

With the Helios2 Contract, your clients will avoid the legal, accounting and other administrative costs involved in liquidating a portion of their estate, which can be as much as 10% of the value of the investment.

The **Death Benefit is paid to the Beneficiary** of the Contract **within five business days**,¹⁰ which means your client's loved ones will have quick access to the funds they need to cover any immediate expenses (funeral arrangements, final income taxes, debt repayments, etc.) without having to wait for the estate to be settled.

	Fees	Time length
Settling an estate	Up to 10% of the value of the investment	Up to a year
Helios2 Contract ¹¹	None!	Five business days¹⁰

⁹ CIBC, 2013.

¹⁰ Some conditions apply, including receipt of required documents (e.g., death certificate). The Beneficiary must be named in the Contract.

¹¹ The Beneficiary must be named in the Contract.

CALCULATE WHAT YOUR CLIENTS WILL SAVE ON FEES

Use the **estate impact calculator** to quickly create a personalized fee comparison for your client. You can use it for Desjardins Insurance investment products as well as other types of investments.

Find it at webi.ca/estate

Confidentiality

In addition to the fees, another aspect of the probate process is that the will is made public. The process involves the executor going to court to have their appointment confirmed and to get approval that the will is the valid last will. After that, the executor can legally manage the deceased's estate.

The will and everything in it becomes a matter of public record. For an administrative fee, anyone can access the will and find out what was left behind and to whom.

However, a **Helios2 Contract isn't part of the estate**. Your client's Contract details will remain confidential.

DID YOU KNOW?

\$1,050 billion will be passed down to the next generation over the next decade.¹²

¹² Investor Economics, *Household Balance Sheet*, 2017.



SECTION 2

Helios2 – 75/75

Protect your clients' investments

Target clientele

Clients with a long-term investment horizon who are primarily interested in the unique protections offered by the Helios2 Contract, like **self-employed workers, business owners and professionals.**



Why invest in mutual funds when guaranteed investment funds offer the same growth potential, but with a safety net?

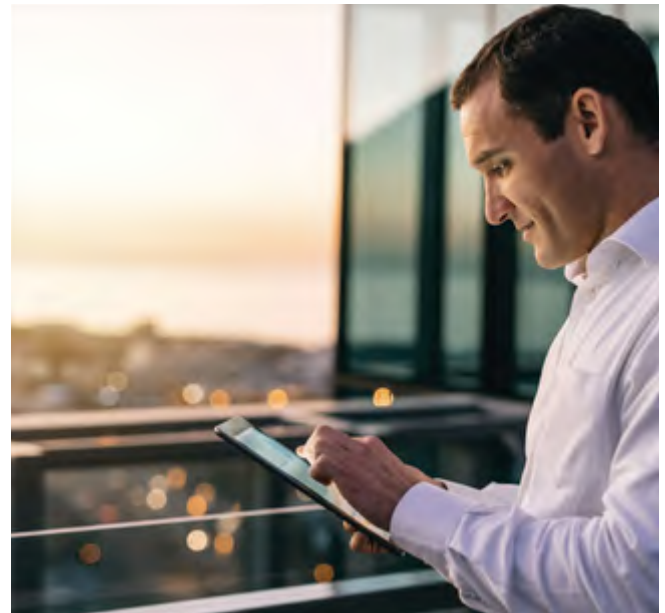
What does this Guarantee offer?

75%	75%
<p>At Contract maturity</p> <p>The Contract matures when the Annuitant reaches age 105.</p> <p>At that time, the Maturity Benefit¹³ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • 75% of Deposits, less adjustments for withdrawals 	<p>On the Annuitant's death</p> <p>The Annuitant is the person on whose life the Contract is based. When the Annuitant dies, the Death Benefit is paid to the Beneficiary named by the Contract Owner.</p> <p>On the Annuitant's death, the Death Benefit is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • 75% of Deposits, less adjustments for withdrawals <p>When the Death Benefit is paid out, the Contract is terminated.</p>

Eligibility

Fee Option	Annuitant age
A	Age 90 (inclusive)
B and C	Age 80 (inclusive)

See section 7 for the full terms and conditions of the Helios2 Contract.



¹³ The Minimum Maturity Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about the surrender of Units.

SECTION 3

Helios2 – 75/100i

Protect your clients' estates

Target clientele

Clients whose priority is estate preservation and who want to make sure their loved ones receive their inheritance quickly and easily.



When your clients have worked hard all their lives to build up an estate, don't you want to offer them a way to protect it against inflation so they can leave the bulk of it to their loved ones?

What does this Guarantee offer?

75%	100%	i
<p>At Contract maturity</p> <p>The Contract matures when the Annuitant reaches age 105.</p> <p>At that time, the Maturity Benefit¹⁴ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • 75% of Deposits, less adjustments for withdrawals 	<p>On the Annuitant's death</p> <p>The Annuitant is the person on whose life the Contract is based. When the Annuitant dies, the Death Benefit is paid to the Beneficiary named by the Contract Owner.</p> <p>On the Annuitant's death, the Death Benefit¹⁵ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • The Minimum Death Benefit Amount, which is equal to 100% of the value of each Deposit <p>Up to the Annuitant's 75th birthday, the Minimum Death Benefit Amount is reset every year on the Contract Anniversary Date based on the greater of:</p> <ul style="list-style-type: none"> • The current Minimum Death Benefit Amount • The market value of the Units attributed to the Contract, calculated at the next Valuation Date following the Contract Anniversary Date • The inflation-adjusted value <p>When the Death Benefit is paid out, the Contract is terminated.</p>	<p>Inflation-adjusted value¹⁶</p> <div data-bbox="1198 701 1510 814" style="background-color: #008000; color: white; padding: 5px;"> <p>The only one of its kind in Canada! See why on page 14!</p> </div> <ul style="list-style-type: none"> • Initially equal to 100% of the value of the Deposits paid into the Contract • Reset annually on the Contract Anniversary Date based on the consumer price index (CPI)¹⁷ <p>Annual resets end when the Annuitant turns 75.</p>

Eligibility

Up to age 80 inclusive (Annuitant Age). See section 7 for the full terms and conditions of the Helios2 Contract.

¹⁴ The Minimum Maturity Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

¹⁵ The Minimum Death Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

¹⁶ The inflation-adjusted value is reduced in proportion to any Units that have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

¹⁷ The inflation-adjusted value is calculated based on the CPI increase established by Statistics Canada for the one-year period ending the previous November 30, up to a maximum of 5%.

SECTION 4

Helios2 – 100/100i

Comprehensive protection for your clients

Target clientele

Clients who:

- Have an investment horizon of at least 15 years
- Are sensitive to market downturns
- Want to leave something behind



Help them plan for the future they want—no compromise, no risk.

What does this Guarantee offer your clients?

100%	100%	i
<p>At Contract maturity</p> <p>The Contract matures 15 years after the initial Deposit date. After a reset, The Contract Maturity Date will be 15 years after the last reset.¹⁸</p> <p>The Maturity Benefit¹⁹ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • The Minimum Maturity Benefit Amount equal to 100% of Deposits,²⁰ less adjustments for withdrawals 	<p>On the Annuitant's death</p> <p>The Annuitant is the person on whose life the Contract is based. When the Annuitant dies, the Death Benefit is paid to the Beneficiary designated by the Contract Owner.</p> <p>When the Annuitant dies, the Death Benefit²¹ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • The Minimum Death Benefit Amount, which is equal to 100% of the value of each Deposit <p>Up to the Annuitant's 75th birthday, the Minimum Death Benefit Amount is reset every year on the Contract Anniversary Date based on the greater of:</p> <ul style="list-style-type: none"> • The current Minimum Death Benefit Amount • The Market Value of the Units attributed to the Contract, calculated on the Valuation Date following the Contract Anniversary Date • The inflation-adjusted value <p>When the Death Benefit is paid out, the Contract is terminated.</p>	<p>Inflation-adjusted value²²</p> <p>The only one of its kind in Canada! See why on page 14!</p> <ul style="list-style-type: none"> • Initially equal to 100% of the value of the Deposits paid into the Contract • Reset annually on the Contract Anniversary Date based on the consumer price index (CPI)²³ <p>Annual resets end when the Annuitant turns 75.</p>

The Contract Owner can request a reset of the Minimum Maturity Benefit Amount at any time, but no more than twice per calendar year. When the Minimum Maturity Benefit Amount is reset, the Maturity Date is pushed back to 15 years after the reset date.

Eligibility

Up to age 80 inclusive (Annuitant Age). See section 7 for the full terms and conditions of the Helios2 Contract.

¹⁸ The Contract ends when the Annuitant reaches age 105.

¹⁹ The Minimum Maturity Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

²⁰ 100% of Deposits made in the Contract's first year and 75% of Deposits made in subsequent years.

²¹ The Minimum Death Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

²² The inflation-adjusted value is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

²³ The inflation-adjusted value is calculated based on the CPI increase established by Statistics Canada for the one-year period ending the previous November 30, up to a maximum of 5%.

Why choose this Guarantee?

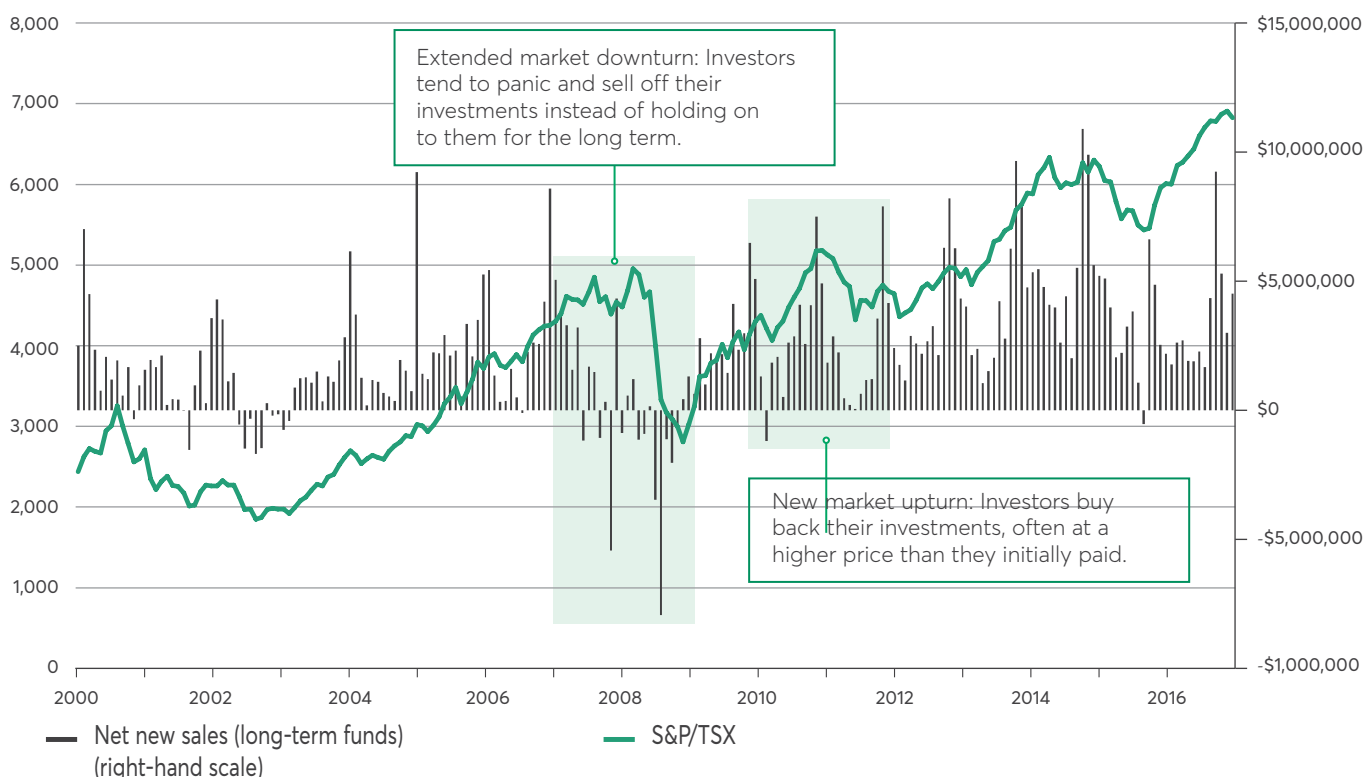
100% protection at maturity

1. When the market is down: prevent panic selling

The 100% maturity guarantee is perfect for clients with a lower risk tolerance, since they're guaranteed to get back the full amount of their Deposits made within the first year,²⁴ after 15 years. Plus, unlike a fixed-rate product, like a term investment, your clients will benefit from the growth potential of investment funds, helping them achieve their investment goals.

The graph below shows the relationship between mutual fund flows and stock market activity. The conclusion: investors' fears can cause them to make costly and inefficient decisions!

"When the market goes up, risk tolerance is infinite. But when it goes down, risk tolerance often shrinks to zero."²⁵



This graph shows net sales of mutual funds in Canada between January 2000 and May 2017, according to IFIC, compared to the S&P/TSX index.

With this guarantee, the 100% guaranteed capital return after 15 years sets clients' minds at ease and encourages them to keep their money invested when they might otherwise be tempted to sell.

²⁴ 100% of Deposits made in the Contract's first year and 75% of Deposits made in subsequent years.

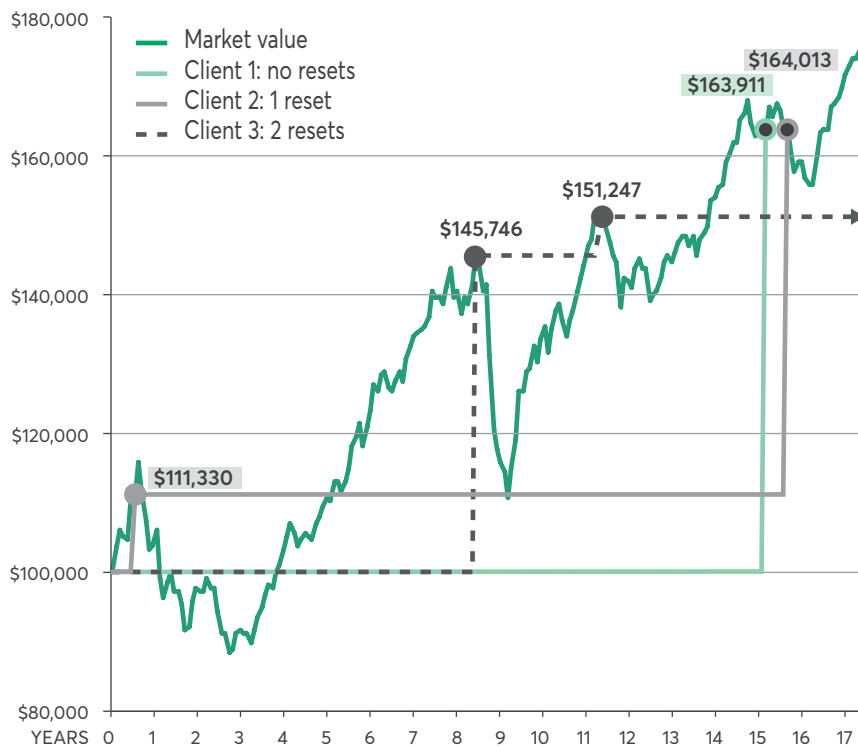
²⁵ Harold R. Evensky, Chairman of Wealth Management Firm Evensky & Katz, as quoted by Paul Lim, *New York Times*, May 28, 2006.

DID YOU KNOW?

Clients who sold their Canadian equity funds during the worst of the 2008–2009 financial crisis lost nine years of returns.²⁶

2. When the market is up: have the option to lock it in

When the market is up, the Contract Owner can request a reset of the Minimum Maturity Benefit Amount. That pushes back the Contract Maturity Date to 15 years from the reset date.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph simulates a reset of the Minimum Maturity Benefit Amount at the Contract Owner's request. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

Client n° 1

The main advantage for this client is the 15 year maturity period. They leave their Contract alone and end up with a Maturity Benefit of **\$163,911**.

Client n° 2

A few months into the investment, this client asks for a reset. That guarantees them a Maturity Benefit of at least \$111,330 and pushes back the maturity date by a few months. At maturity, they get **\$164,013**.

Client n° 3

This client asks for resets in year 8 and year 12. When the Contract matures in year 27, the Minimum Maturity Benefit Amount is **\$151,247**.

²⁶ Based on observations of the S&P TSX Composite Index. In the days leading up to February 28, 2009, the index fell below the level it had reached on June 30, 2000.

Inflation matters.

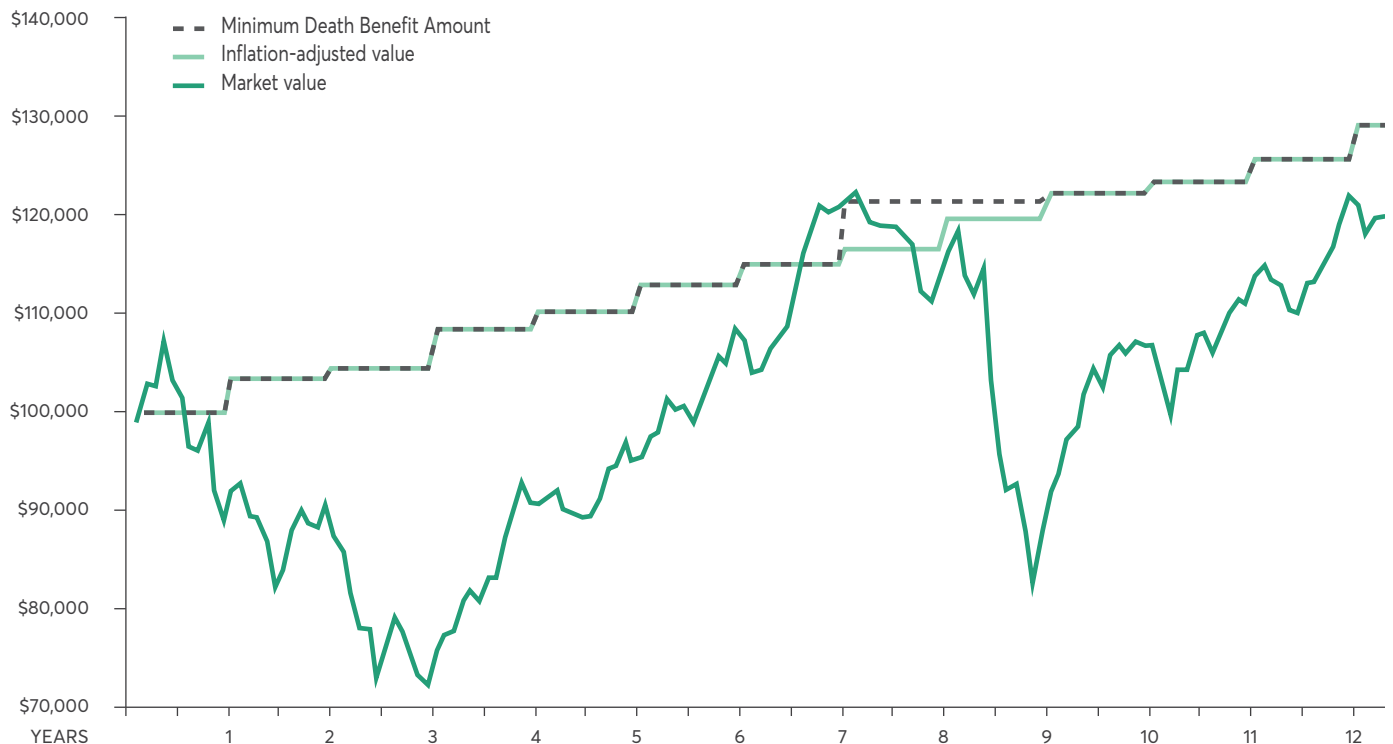
Every year, cost of living increases reduce the value of your clients' investments. It's important to make your clients realize that simply saving isn't enough—their savings need to retain its value if they want to leave behind as much as possible.

Inflation-adjusted value is offered with Helios2 - 75/100i and Helios2 - 100/100i.

Estate protection

1. When the market is down: inflation protection

The inflation-adjusted value is calculated once a year on the Contract Anniversary Date. If this value is greater than the market value or the Minimum Death Benefit Amount set on the previous Contract Anniversary Date, it becomes the new Minimum Death Benefit Amount.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of the annual automatic reset of the Minimum Death Benefit Amount until the Annuitant reaches age 75. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

With the inflation-adjusted Minimum Death Benefit Amount²⁷—**the only one of its kind in Canada**—your clients can make sure that what their Beneficiaries receive has been adjusted for cost-of-living increases between when Deposits were made into the Contract and when the benefit is paid out.

Despite market downturns, the Death Benefit increases with inflation.

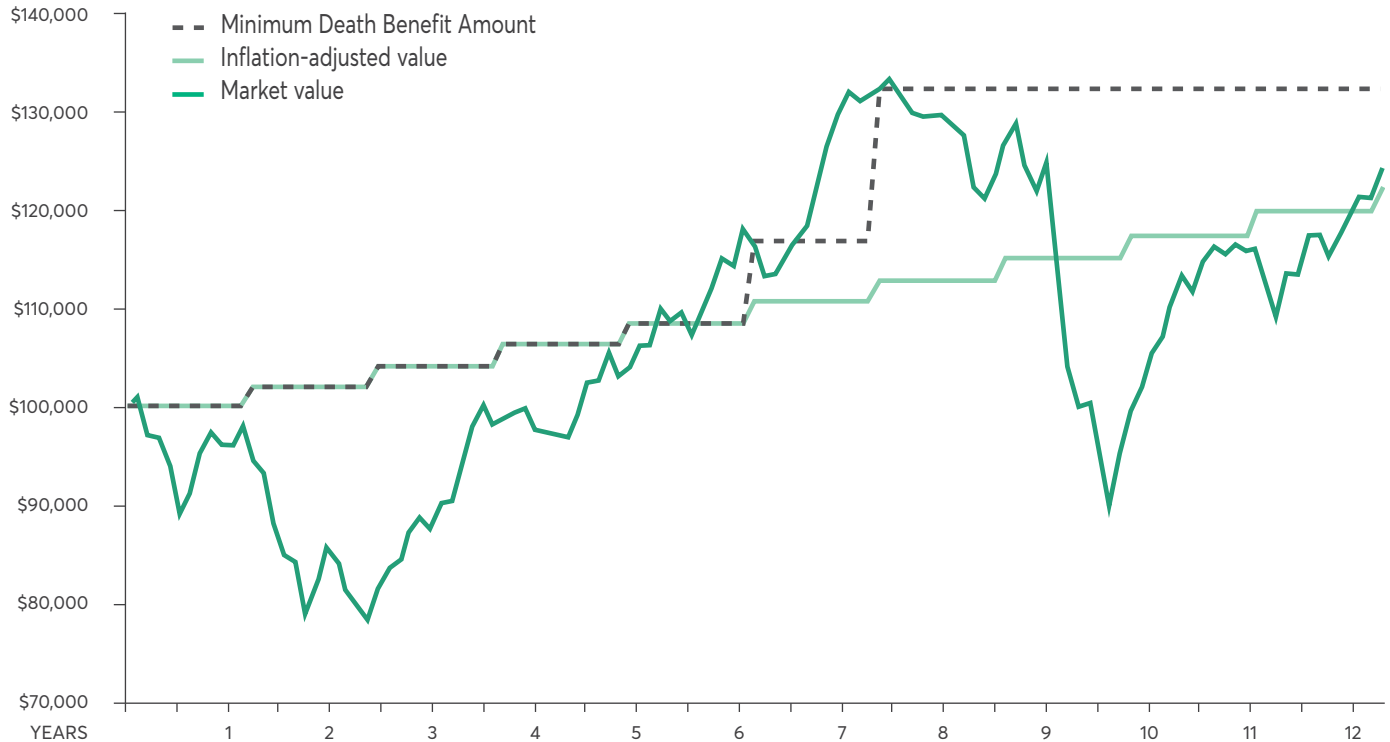
²⁷ The annual automatic reset of the Minimum Death Benefit Amount ends when the Annuitant reaches age 75.

DID YOU KNOW?

\$100,000 in savings today will only be worth \$53,939 in 25 years.²⁸

2. When the market is up: access to higher returns

The Minimum Death Benefit Amount increases and the Beneficiary is protected as the market rises.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of the annual automatic reset of the Minimum Death Benefit Amount until the Annuitant reaches age 75. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

EXAMPLE OF HOW THE MINIMUM DEATH BENEFIT AMOUNT WORKS

- During the first four years of the Contract, the inflation-adjusted value is the higher value, which means it's the Minimum Death Benefit Amount.
- In year five, this value increases as the market starts to perform better.
- The market bottoms out in year seven, but the Minimum Death Benefit Amount set on the previous Contract Anniversary Date remains in effect.
- In the following years, the Minimum Death Benefit Amount remains the same, since neither inflation nor market returns are high enough to cause an increase.
- The Minimum Death Benefit Amount never goes down!

The Minimum Death Benefit Amount never goes down!

²⁸ Given a 2.5% annual inflation rate.

SECTION 5

Helios2 – 75/100GLWB

Protect your clients' retirement income

Target clientele

Clients who want to maintain their lifestyle without having to worry about market downturns or risk outliving their savings, but who also want to profit from market upturns.



Nearly half of Canadians who are retired or about to retire would be willing to accept a lower income if it meant their investments would be safe.²⁹ You can help them sidestep that difficult decision, so they can keep doing the things they love in retirement!

What does this Guarantee offer?

75%	100%	GLWB
<p>At Contract maturity</p> <p>The Contract matures when the Annuitant reaches age 105.</p> <p>At that time, the Maturity Benefit³⁰ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • 75% of Deposits, less adjustments for withdrawals 	<p>On the Annuitant's death</p> <p>The Annuitant is the person on whose life the Contract is based. When the Annuitant dies, the Death Benefit is paid to the Beneficiary named by the Contract Owner.</p> <p>On the Annuitant's death, the Death Benefit³¹ is the greater of:</p> <ul style="list-style-type: none"> • The market value of the Units attributed to the Contract • The Minimum Death Benefit Amount, which is equal to 100% of the value of each Deposit <p>Up to the Annuitant's 80th birthday, the Minimum Death Benefit Amount is reset every three years on the Contract Anniversary Date based on the greater of:</p> <ul style="list-style-type: none"> • The current Minimum Death Benefit Amount • The market value of the Units attributed to the Contract, calculated at the next Valuation Date following the Contract Anniversary Date <p>When the Death Benefit is paid out, the Contract is terminated.</p>	<p>Guaranteed Lifetime Withdrawal Benefit</p> <p>See over</p>

Eligibility

Up to age 80 inclusive (Annuitant Age). See section 7 for the full terms and conditions of the Helios2 Contract.

²⁹ *Guide des investisseurs Desjardins*, Ipsos Marketing, 2016.

³⁰ The Minimum Maturity Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

³¹ The Minimum Death Benefit Amount is reduced in proportion to any Units that may have been surrendered. Refer to the *Contract and Information Folder* for more information about surrendering Units.

Guaranteed lifetime withdrawal benefit (GLWB)

With Helios2 – 75/100GLWB, your clients will receive a guaranteed income for life that's protected from market downturns, but that can also benefit from market upturns.

Important terms³²

GLWB Protected Value	This value is equal to 100% of every Deposit. This value can be reset. It's used to determine the GLWB Maximum Amount.
GLWB Maximum Amount	The maximum amount that can be withdrawn each year, calculated using the GLWB Protected Value and the GLWB Withdrawal Percentage, which varies based on the Annuitant's age at the time of the first GLWB Eligible Withdrawal.
GLWB Bonus Base	This base is equal to 100% of every Deposit and can be reset. It's used to determine the GLWB Bonus.
GLWB Bonus	The amount added to the GLWB Protected Value each year a withdrawal isn't made. The bonus is calculated using the GLWB Bonus Base and the GLWB Bonus Rate, which is based on the 10-year Canadian bond rate (CANSIM Identifier V39055) as at the last business day of November of the current calendar year, plus 1.5%. The minimum rate is 2.5%; the maximum is 8%.
GLWB Excess Withdrawal	Any withdrawal made before the Annuitant's 55th birthday, or any withdrawal greater than the GLWB Maximum Amount.

GLWB Maximum Amount

At the time of the first GLWB Eligible Withdrawal, the GLWB Maximum Amount will be equal to the GLWB Withdrawal Percentage multiplied by the GLWB Protected Value. On every January 1 following the first GLWB Eligible Withdrawal, the GLWB Maximum Amount will be recalculated in the same way.

³² These descriptions do not replace the defined terms in the *Contract and Information Folder*. Make sure to read the *Contract and Information Folder* carefully.

$$\text{GLWB Maximum Amount} = \frac{\text{A}}{\text{GLWB Protected Value}} \times \text{B} \text{ GLWB Withdrawal Percentage}$$

A. GLWB protected value

The GLWB Protected Value is equal to 100% of every Deposit. It varies based on two factors: bonuses and resets. Additional Deposits and GLWB Excess Withdrawals also have an impact on the GLWB Protected Value.

1. GLWB BONUS

The GLWB Bonus is calculated as at December 31 of every year that no withdrawals are made. It's calculated by multiplying the GLWB Bonus Base by the GLWB Bonus Rate. The GLWB Bonus is added to the GLWB Protected Value.

For **the first calendar year of the Contract**, 100% of the GLWB Bonus is added to the GLWB Protected Value. **This amount isn't prorated.**

GLWB Bonus Base resets

Every three years, on the Contract Anniversary Date, the GLWB Bonus Base is compared to the market value of the Contract. If the market value is higher, the GLWB Bonus Base is increased to match.

	Impact on the GLWB Bonus Base
Additional Deposit	↑
GLWB Excess Withdrawal	↓
Every three years, on the Contract Anniversary Date, if the market value is higher than the GLWB Bonus Base	↑

Note that the GLWB Bonus Base can be reset even if the GLWB Protected Value isn't.

2. GLWB PROTECTED VALUE RESETS

Every three years, on the Contract Anniversary Date, the GLWB Protected Value is compared to the market value of the Contract. If the market value is higher, the GLWB Protected Value is increased to match.

	Impact on the GLWB Protected Value
Additional Deposit	↑
GLWB Excess Withdrawal	↓
Every three years, on the Contract Anniversary Date, if the market value is higher than the GLWB Protected Value	↑

B. GLWB withdrawal percentage

The GLWB Withdrawal Percentage is determined at the time of the first GLWB Eligible Withdrawal based on the age of the Annuitant(s).

GLWB Withdrawal Percentage³³

Annuitant's age	One Annuitant	Two Annuitants
55 to 59	3.0%	2.5%
60 to 64	3.6%	3.1%
65 to 69	4.1%	3.6%
70 to 74	4.6%	4.1%
75 or over	5.0%	4.5%

Additionally, if the GLWB Protected Value is reset on a Contract Anniversary Date, the GLWB Withdrawal Percentage will also be reset based on the Annuitant's age on that date.

If, in a given calendar year, the Owner withdraws an amount that is less than the GLWB Maximum Amount, they can't request an amount higher than the GLWB Maximum Amount when making withdrawals in subsequent years.

³³ These rates may be subject to change for new sales and can be found in Annex A of the *Contract and Information Folder*.

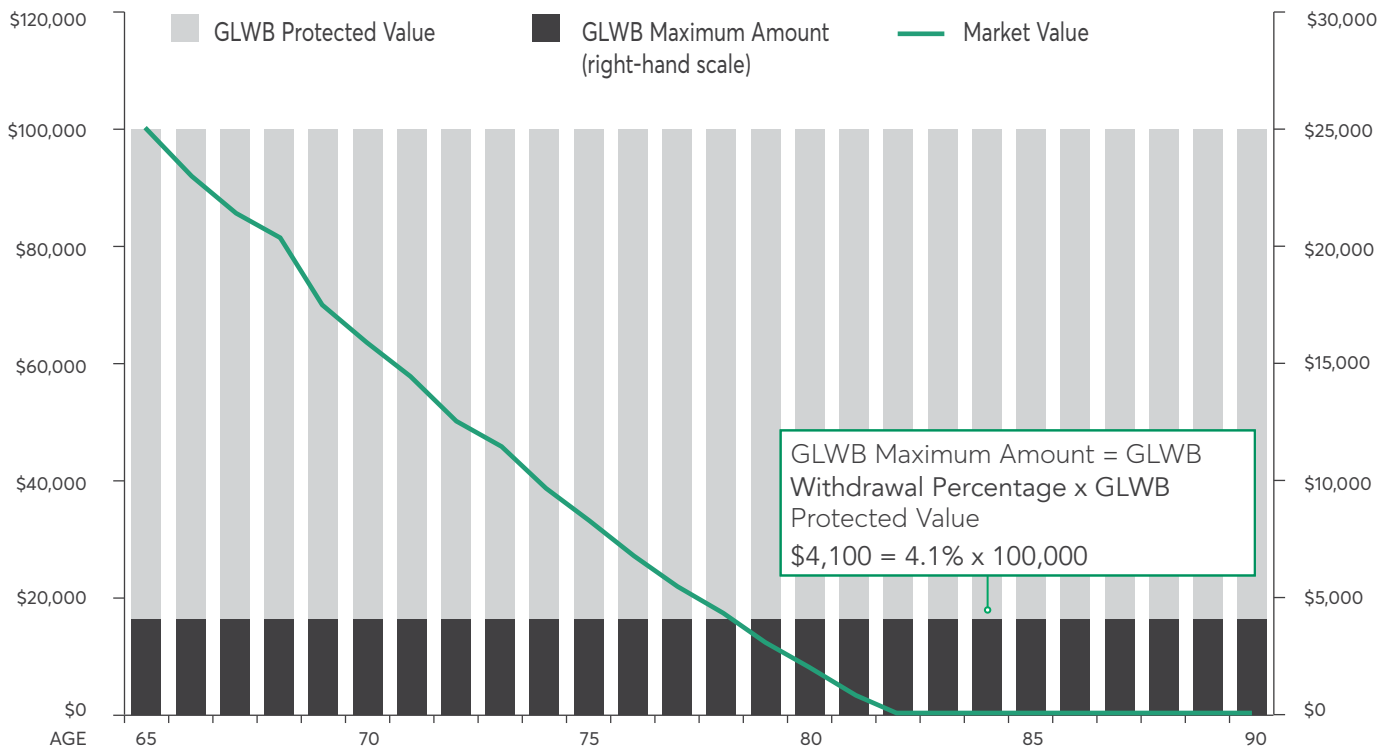


Why choose this Guarantee?

Benefit from upturns and don't sweat the downturns!

The following graph illustrates one of the GLWB's most attractive features: the GLWB Protected Value, which is reset only when the market goes up. Every third Contract Anniversary Date, if the GLWB Protected Value is higher than the market value, it will remain unchanged.³⁴ As a result, the GLWB Maximum Amount that your clients can withdraw each year will also remain unchanged. That means your clients are free to plan as far ahead as they want, without having to worry about their income going down.

1. Immediate income (when the market is down)



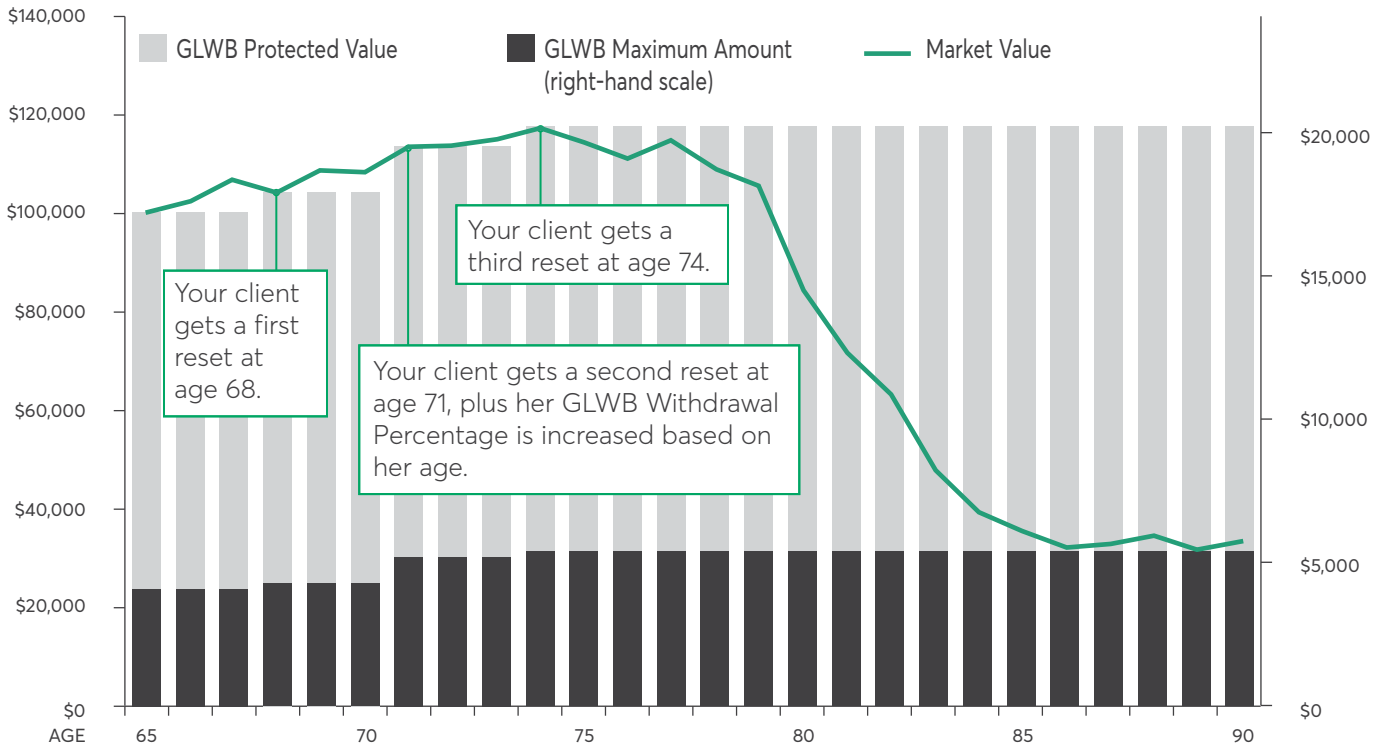
All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$100,000 made in a Contract with Helios2 – 75/100GLWB selected as the Guarantee where the Annuitant is age 65 during a down market period. This simulation is neither an indication nor a guarantee of future results.

Even if the market value of the Deposit is nil after 17 years, your client will still receive \$4,100 a year for life!

³⁴ Only GLWB Excess Withdrawals can cause the GLWB Protected Value to decrease.

2. Immediate income (when the market is up)

We just saw that your client is guaranteed to receive at least \$4,100 per year for life. Now let's see what would happen if the market went up.

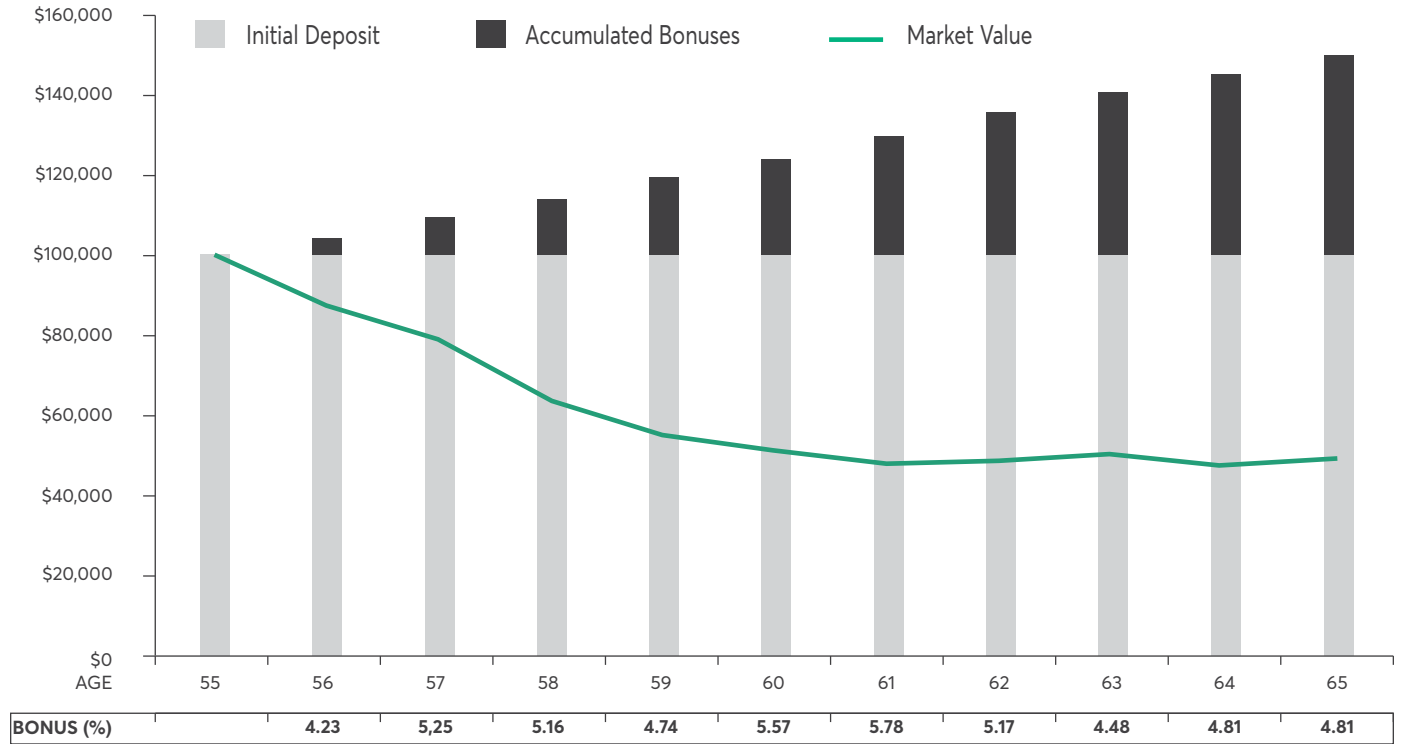


All amounts allocated to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$100,000 made at age 65 in a Helios2 Contract with Helios2 – 75/100GLWB selected as the Guarantee, plus the impact of GLWB Bonuses and resets on the GLWB Protected Value and GLWB Maximum Amount. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

Annuitant's age	GLWB Protected Value (Deposit + resets)		GLWB Withdrawal Percentage based on age (one Annuitant)	=	GMWB Maximum Amount
65	\$100,000		4.1%		\$4,100
68	\$105,000		4.1%		\$4,305
71	\$113,500	×	4.6%		\$5,221
74 or over	\$117,000		4.6%		\$5,382

Between ages 65 and 74, your client's guaranteed lifetime annual income increased by \$1,282!

3. Deferred income (when market is down)



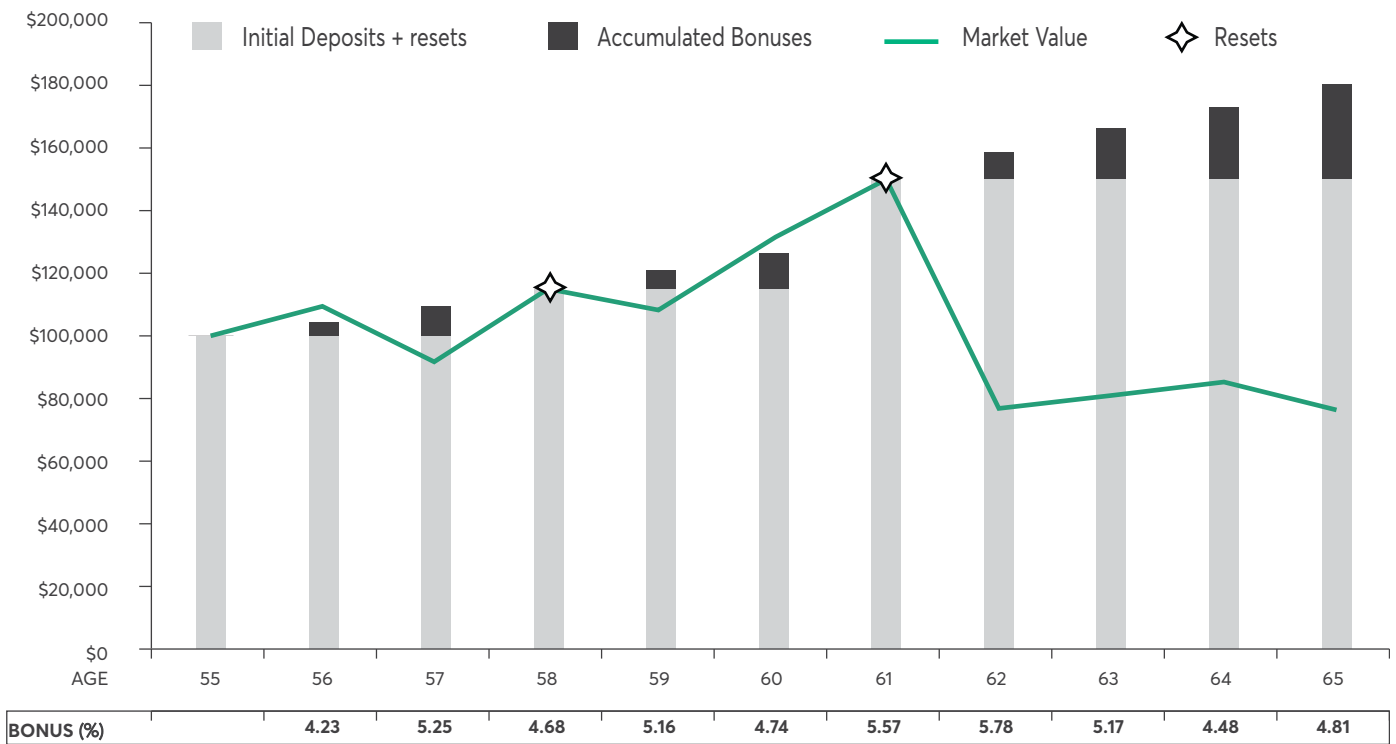
All amounts allocated to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$100,000 made at age 55 in a Helios2 Contract with Helios2 – 75/100GLWB selected as the Guarantee, plus the impact of GLWB Bonuses on the GLWB Protected Value and GLWB Maximum Amount. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

Even though the market value of the Contract went down, the GLWB Protected Value grew to \$149,870 after 10 years, increasing the amount of the guaranteed income your client can withdraw every year.

Annuitant's age at first GLWB Eligible Withdrawal	GLWB Protected Value (Deposit + bonuses)	GLWB Withdrawal Percentage based on age (one Annuitant)	GMWB Maximum Amount
55	\$100,000	3.0%	\$3,000
65	\$149,870	4.1%	\$6,145

4. Deferred income (when the market is up)

In addition to GLWB Bonuses, your client can also get resets every three years if the market performs well.



All amounts allocated to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$100,000 made at age 55 in a Helios2 Contract with Helios2 – 75/100GLWB selected as the Guarantee, plus the impact of GLWB Bonuses and resets on the GLWB Protected Value and GLWB Maximum Amount. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

Even if the market drops later on, your client's GLWB Protected Value—and, in turn, their income—won't go down.

Annuitant's age at first GLWB Eligible Withdrawal	GLWB Protected Value (Deposit + bonuses)	GLWB Withdrawal Percentage based on age (one Annuitant)	GMWB Maximum Amount
55	\$100,000	3.0%	\$3,000
65	\$180,000	4.1%	\$7,380

Even after your client starts making withdrawals, they can continue getting resets as long as market conditions allow.

DID YOU KNOW?

- It's estimated that 25 years from now, there will be roughly 25,000 Canadians over age 100. That's 7 times today's number.³⁵
- 71% of Canadians are very concerned or somewhat concerned about having enough money to retire comfortably.³⁶
- Almost 60% want to protect their investments from potential market downturns.³⁶

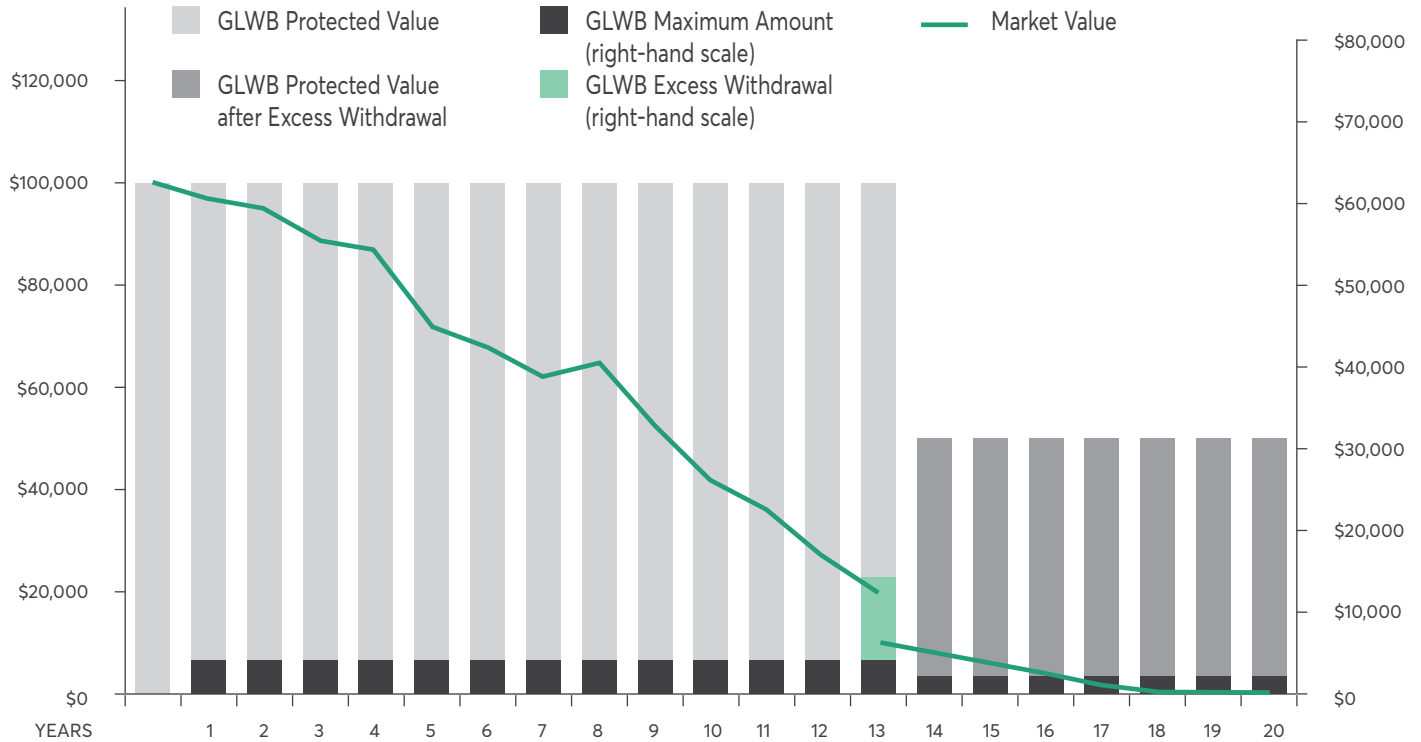
³⁵ Statistics Canada. 2011 Census and *Population Projections for Canada, Provinces and Territories (2009 to 2036)*, 2015.

³⁶ *Guide des investisseurs Desjardins*, Ipsos Marketing, 2016.

Special cases

Excess withdrawals

If your clients withdraw more than the GLWB Maximum Amount, their GLWB Protected Value and GLWB Bonus Base will be reduced. These reductions are made in proportion to the GLWB Excess Withdrawal and the market value of the Contract immediately before the withdrawal.³⁷



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$100,000 made in a Contract with Helios2 – 75/100GLWB selected as the Guarantee where the Annuitant is age 65, plus the impact of a GLWB Excess Withdrawal on the GLWB Protected Value and GLWB Maximum Amount. This simulation is neither an indication nor a guarantee of future results.

\$10,000 GLWB excess withdrawal

In this example, the GLWB Excess Withdrawal is \$10,000 and the GLWB Protected Value and GLWB Bonus Base are \$100,000. The market value is \$20,000.

The GLWB Bonus Base and the GLWB Protected Value are reduced proportionately:

$$\frac{\$10,000 \text{ (GLWB Excess Withdrawal)}}{\$20,000 \text{ (market value)}} = \frac{1}{2} \text{ (proportional reduction of half)}$$

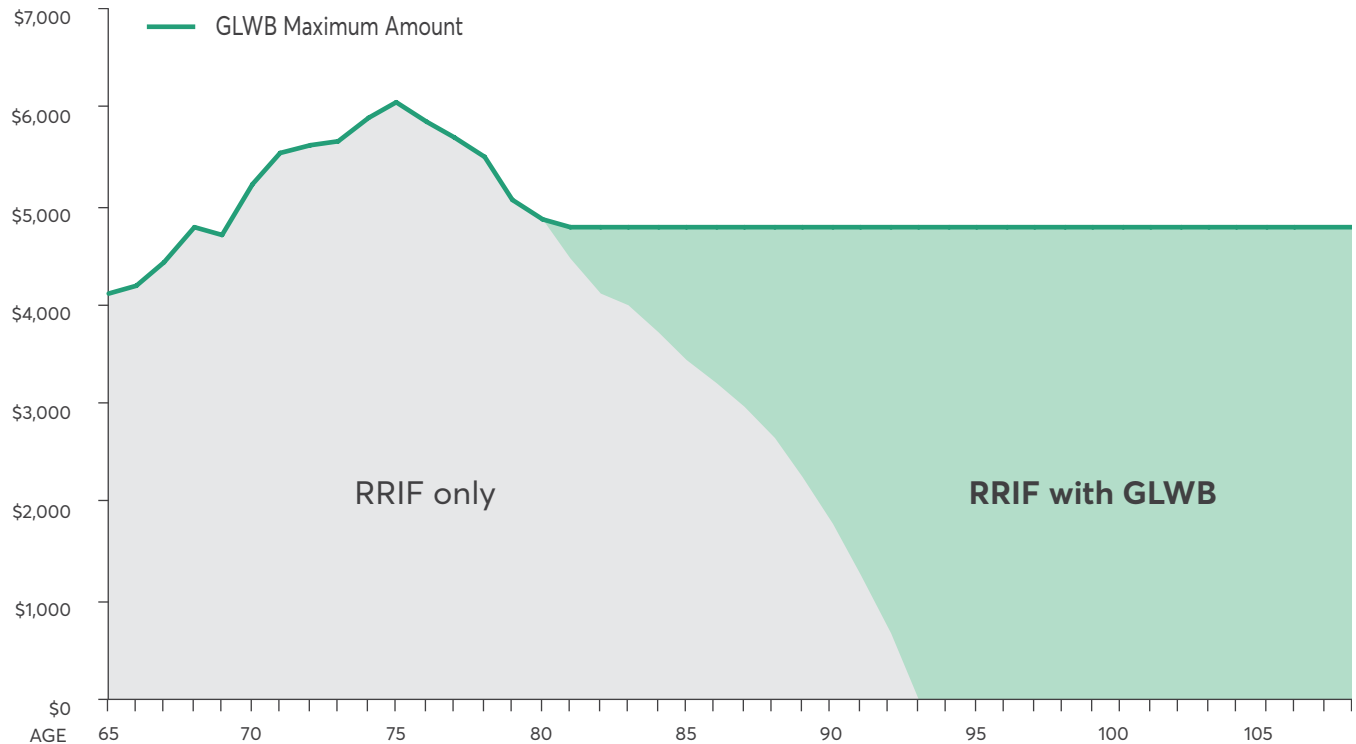
The GLWB Bonus Base and the GLWB Protected Value are reduced to \$50,000 ($\frac{1}{2}$ of \$100,000 = \$50,000).

The GLWB Withdrawal Percentage is now calculated on \$50,000. The new GLWB Maximum Amount is therefore \$2,050 (4.1% of \$50,000), versus \$4,100 prior to the GLWB Excess Withdrawal.

³⁷ Refer to the *Contract and Information Folder* for more information about GLWB Excess Withdrawals and surrenders.

Registered retirement income fund (RRIF)

If your client's required minimum RRIF withdrawal exceeds their GLWB Maximum Amount, the difference won't be treated as a GLWB Excess Withdrawal. Their GLWB Maximum Amount for the year in question will simply be increased to match the minimum that must be withdrawn from their RRIF.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph illustrates a situation where the required minimum RRIF withdrawal amount is higher than the GLWB Maximum Amount. This simulation is for information purposes only and is neither an indication nor a guarantee of future results.

The GLWB Protected Value remains the same. As a result, the GLWB Maximum Amount that the client is eligible to receive in future years will also remain the same. And unlike a regular RRIF, **the GLWB Maximum Amount remains the same even when the Contract's value equals 0, as long as the client is alive.**

LIFE INCOME FUND (LIF)

The LIF works on the same principle as the RRIF. If your client's required minimum LIF withdrawal exceeds their GLWB Maximum Amount, the difference won't be treated as a GLWB Excess Withdrawal.

However, using the GLWB in a LIF Contract is not recommended. As the table below shows, there is an age at which the maximum that can be withdrawn from a LIF falls below the GLWB Maximum Amount.

Age	Market Value (0% market appreciation)	GLWB Maximum Amount	Minimum LIF Withdrawal	Maximum LIF Withdrawal
65	\$100,000	\$4,100	\$4,000	\$7,200
66	\$95,900	\$4,100	\$3,999	\$7,001
67	\$91,800	\$4,100	\$3,993	\$6,793
68	\$87,700	\$4,100	\$3,990	\$6,665
69	\$83,600	\$4,100	\$3,979	\$6,437
70	\$79,500	\$4,100	\$3,975	\$6,281
71	\$75,400	\$4,100	\$5,565	\$6,107
72	\$69,835	\$4,100	\$5,224	\$5,796
73	\$64,612	\$4,100	\$4,904	\$5,492
74	\$59,708	\$4,100	\$4,603	\$5,254
75	\$55,104	\$4,100	\$4,326	\$5,014
76	\$50,779	\$4,100	\$4,057	\$4,773
77	\$46,679	\$4,100	\$3,804	\$4,575
78	\$42,579	\$4,100	\$3,547	\$4,386
79	\$38,479	\$4,100	\$3,282	\$4,156
80	\$34,379	\$4,100	\$3,008	\$3,954
81	\$30,425	\$4,100	\$2,735	\$3,681
82	\$26,744	\$4,100	\$2,479	\$3,450
83	\$23,294	\$4,100	\$2,232	\$3,215
84	\$20,079	\$4,100	\$1,994	\$2,972

All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This table illustrates a situation where the minimum required LIF withdrawal is higher than the GLWB Maximum Amount. This simulation is neither an indication nor a guarantee of future results.

Starting at age 80, the maximum LIF withdrawal is lower than the GLWB Maximum Amount. If your client withdraws an amount that's lower than their GLWB Maximum Amount, they won't benefit from the full potential of the Guarantee, since any amounts not withdrawn in a given year can't be carried over to subsequent years.

In this situation, your client can transfer their Contract to a life annuity Contract, which will pay them the GLWB Maximum Amount. However, the decision to do so is permanent and can't be reversed, and GLWB Maximum Amount resets will no longer be possible.³⁸

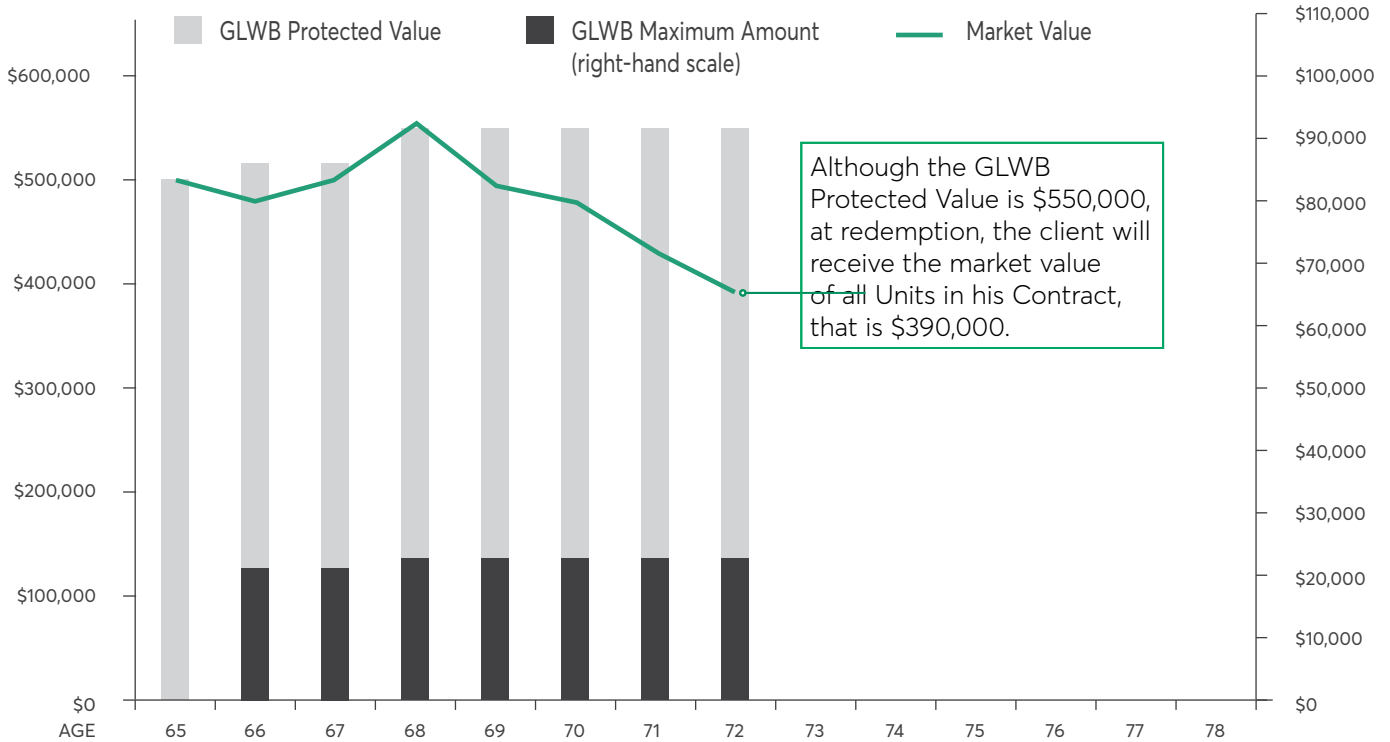
³⁸ More information is available on Webi to help you weigh the pros and cons of this solution.

Cancelling the GLWB

1. Total redemption of units

If a Contract Owner who has selected Helios2 – 75/100GLWB as their Guarantee decides to surrender all of their Units, they'll receive the market value of these Units as at the surrender date.

That means the Contract Owner will lose all the benefits of the GLWB, including the GLWB Protected Value and GLWB Bonuses, which are used solely to acquire the GLWB Maximum Amounts that can be withdrawn in accordance with the Contract conditions of the Guarantee.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit of \$500,000 made in a Contract with Helios2 – 75/100GLWB selected as the Guarantee and an Annuitant aged 65, plus the impact of a total surrender. This simulation is neither an indication nor a guarantee of future results.

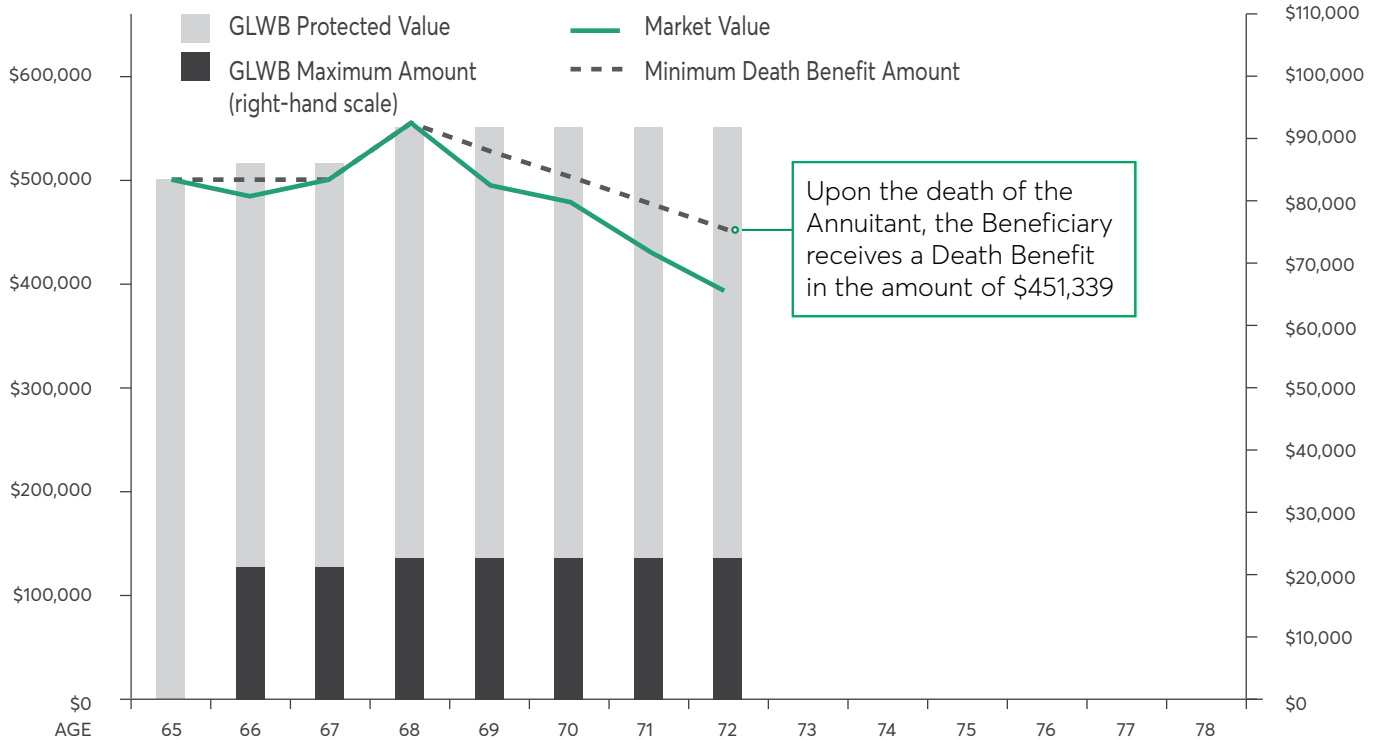
In this example, the Contract Owner deposited \$500,000 at age 65. The GLWB Protected Value was increased by a GLWB Bonus and a reset of the GLWB Protected Value and now totals \$550,000. If the Contract Owner decides to surrender all of the Units attributed to their Contract, they will receive \$390,000.³⁹

³⁹ Less surrender charges, if applicable.

2. Death of the annuitant

In this example, the Contract Owner and the Annuitant are the same person.⁴⁰

The Annuitant of a Contract with a Helios2 – 75/100GLWB Guarantee dies, which means the Beneficiary will receive the Death Benefit.



All amounts attributed to a DFS GIF are invested at the risk of the Contract Owner and may increase or decrease in value. This graph shows a simulation of an initial Deposit by a Contract Owner (who is also the Annuitant) of \$500,000 made in a Contract with Helios2 – 75/100GLWB selected as the Guarantee, plus the impact of the death of the Annuitant. This simulation is neither an indication nor a guarantee of future results.

The Annuitant deposited \$500,000 in the Contract at age 65 and chose the Helios2 – 75/100GLWB. In the years that followed, the GLWB Protected Value increased due to a GLWB Bonus and a reset of the GLWB Protected Value. The Annuitant also began receiving GLWB Maximum Amounts at age 66.

At age 72, the Annuitant received a GLWB Maximum Amount of \$22,550 and died shortly thereafter.

CALCULATING THE AMOUNT PAID TO THE BENEFICIARY

GLWB Maximum Amounts are paid out by surrendering Units at market value. Therefore, in order to calculate the Death Benefit, the ratio between the surrender value and the total market value prior to surrender must be calculated.

WHAT'S THE SURRENDER PERCENTAGE IN RELATION TO THE MARKET VALUE?

In our example, the Annuitant received a GLWB Maximum Amount of \$22,550 on a prior total market value of \$412,550. That means 5.5% of the total market value of the Contract was surrendered.

It also means the Death Benefit needs to be reduced by the same proportion. As a result, 94.5% of the Death Benefit can be paid to the Beneficiary, or 94.5% of \$477,436, for a total of \$451,339.

⁴⁰ Refer to the *Contract and Information Folder* for the definitions of "Contract Owner" and "Annuitant."

DFS Guaranteed Investment Funds

Investing in just one step!

Investment Solutions and Responsible Investment Portfolios

	Helios2 – 75/75	Helios2 – 75/100i	Helios2 – 100/100i	Helios2 – 75/100GLWB
Investment solutions (more information on page 30)				
DFS GIF – Conservative	✓	✓	✓	✓
DFS GIF – Moderate	✓	✓	✓	✓
DFS GIF – Balanced	✓	✓	✓	✓
DFS GIF – Growth	✓	✓	✓	✓
DFS GIF – Maximum Growth	✓	✓	✓	n/a
Responsible investment portfolios (more information on page 31)				
DFS GIF – Conservative – Desjardins SocieTerra	✓	✓	✓	✓
DFS GIF – Balanced – Desjardins SocieTerra	✓	✓	✓	✓
DFS GIF – Growth – Desjardins SocieTerra	✓	✓	✓	✓
DFS GIF – Maximum Growth – Desjardins SocieTerra	✓	✓	✓	n/a

For fund codes and MERs, see the fund chart (13244E).



Simplify your clients' lives with our investment solutions!

We've designed five Investment Solutions to meet all your clients' needs in one easy step. Determine which Solution is best for them, and we'll take care of the rest!

Your clients will have access to a mix of funds that:

- Are distributed across all asset classes
- Have been selected for their complementary management styles
- Are automatically rebalanced for weighting every quarter with no action required from your clients

Investment solutions

	DFS GIF – Conservative	DFS GIF – Moderate	DFS GIF – Balanced	DFS GIF – Growth	DFS GIF – Maximum Growth
Fixed Income	80.00%	65.00%	50.00%	35.00%	20.00%
Desjardins Short-Term Income Fund	16.00%	13.00%	7.50%	3.50%	2.00%
DGIA Canadian Bond Fund	44.80%	36.40%	29.75%	22.05%	12.60%
Desjardins Enhanced Bond Fund	19.20%	15.60%	12.75%	9.45%	5.40%
Equity	20.00%	35.00%	50.00%	65.00%	80.00%
Canadian Equity					
Franklin Bissett Canadian Equity	2.00%	3.50%	5.00%	6.50%	8.00%
Desjardins Canadian Equity Fund	2.00%	3.50%	5.00%	6.50%	8.00%
Fidelity True North® Fund	2.00%	3.50%	5.00%	6.50%	8.00%
American Equity					
BlackRock® CDN U.S. Equity Index Fund	7.70%	13.48%	19.25%	25.03%	30.80%
International Equity					
Desjardins Overseas Equity Value Fund	3.15%	5.51%	7.88%	10.24%	12.60%
Desjardins Overseas Equity Growth Fund	3.15%	5.51%	7.88%	10.24%	12.60%

TRYING TO DECIDE WHICH INVESTMENT SOLUTION OR RESPONSIBLE INVESTMENT PORTFOLIO IS THE BEST FIT FOR YOUR CLIENT?

We have a calculator to help you do just that! Answer a few questions, and the calculator will make a recommendation for your client based on their risk tolerance and financial situation.

Go to webi.ca/Helios2Contract

Desjardins: a leader in responsible investing for over 25 years

By 2020, it's estimated that climate policy may contribute as much as 10% to portfolio risk.⁴¹ By choosing a responsible investment portfolio from Desjardins, your clients get the expertise of a manager that's been a leader in the field for over 25 years. Plus, the growing popularity of responsible investing makes these portfolios a great way to tap into the millennial market.



WHAT ARE ESG CRITERIA?

- Environmental: What the company does to protect the environment.
- Social: How the company manages its relationships with employees, vendors, clients and the communities it operates in.
- Governance: The company's leadership, executive compensation, internal controls and shareholder rights.

Responsible investment portfolios

	DFS GIF – Conservative – Desjardins SocieTerra	DFS GIF – Balanced – Desjardins SocieTerra	DFS GIF – Growth – Desjardins SocieTerra	DFS GIF – Maximum Growth – Desjardins SocieTerra
Fixed Income	71.0%	55.0%	40.0%	20.0%
Desjardins SocieTerra Canadian Bond	63.9%	49.5%	36.0%	18.0%
Desjardins SocieTerra Environmental Bond	7.1%	5.5%	4.0%	2.0%
Equity	29.0%	45.0%	60.0%	80.0%
Desjardins SocieTerra Canadian Equity	8.7%	13.5%	18.0%	24.0%
Desjardins SocieTerra American Equity	6.7%	10.5%	13.9%	18.6%
Desjardins SocieTerra International Equity	5.0%	7.7%	10.3%	13.8%
Desjardins SocieTerra Environment	2.0%	3.0%	4.1%	5.4%
Desjardins SocieTerra Positive Change	2.0%	3.0%	4.1%	5.4%
Desjardins SocieTerra Cleantech	2.0%	3.2%	4.2%	5.6%
Desjardins SocieTerra Emerging Markets Equity	2.6%	4.1%	5.4%	7.2%

⁴¹ Climate Change Scenarios – Implications for Strategic Asset Allocation, Mercer, 2011.

With DFS Guaranteed Investment Funds (DFS GIF), your clients get access to a diversified range of investment funds that offer growth potential to help them achieve their investment objectives. Choose from a range of categories: income, balanced and asset allocation, Canadian equity and foreign equity.

Individual funds

	Helios2 – 75/75	Helios2 – 75/100i	Helios2 – 100/100i	Helios2 – 75/100GLWB
Fund name				
Income				
DFS GIF – Money Market	✓	✓	✓	✓
DFS GIF – Income – Fiera Capital	✓	✓	✓	✓
DFS GIF – Canadian Bond	✓	✓	✓	✓
Balanced and Asset Allocation				
DFS GIF – Diversified Income – Franklin Quotential	✓	✓	n/a	✓
DFS GIF – Balanced Income – Franklin Quotential	✓	✓	n/a	✓
DFS GIF – Canadian Balanced – Fidelity	✓	✓	n/a	n/a
DFS GIF – U.S. Monthly Income – Fidelity	✓	✓	✓	n/a
DFS GIF – Global Balanced – Jarislowsky Fraser	✓	✓	✓	✓
DFS GIF – Canadian Balanced – Fiera Capital	✓	✓	✓	✓
DFS GIF – Canadian Balanced – Franklin Bissett	✓	✓	✓	✓
DFS GIF – Balanced Growth – Franklin Quotential	✓	✓	n/a	✓
DFS GIF – Canadian Balanced – CI Signature	✓	✓	✓	✓
DFS GIF – Income and Growth – CI Signature	✓	✓	✓	✓
DFS GIF – Growth and Income – NEI Northwest	✓	✓	✓	✓
DFS GIF – Global Growth – NEI Select	✓	✓	✓	✓
DFS GIF – Canadian Asset Allocation – CI Cambridge	✓	✓	✓	n/a
DFS GIF – Growth – Franklin Quotential	✓	✓	n/a	n/a
Canadian Equity				
DFS GIF – Dividend Income – Franklin Bissett	✓	✓	✓	n/a
DFS GIF – Canadian Dividend – NEI Northwest	✓	✓	✓	n/a
DFS GIF – Canadian Equity – Jarislowsky Fraser	✓	✓	✓	n/a
DFS GIF – Canadian Equity – Fidelity True North®	✓	✓	✓	n/a
DFS GIF – Canadian Equity – Franklin Bissett	✓	✓	✓	n/a
DFS GIF – Specialty Equity – NEI Northwest	✓	✓	n/a	n/a
DFS GIF – Small Cap – Franklin Bissett	✓	✓	n/a	n/a
Foreign Equity				
DFS GIF – American Equity – MFS	✓	✓	✓	n/a
DFS GIF – American Equity Value – Desjardins	✓	✓	✓	n/a
DFS GIF – Global Dividend – Desjardins	✓	✓	✓	n/a
DFS GIF – Global Equity – MFS	✓	✓	✓	n/a
DFS GIF – International Equity – MFS	✓	✓	✓	n/a
DFS GIF – International Equity Growth – Desjardins	✓	✓	✓	n/a

For fund codes and MERs, see the fund chart (13244E).

Our fund managers

We've hand-picked experienced fund managers who are leaders in their field and whose management styles are complementary in terms of value, growth at a reasonable price (GARP), growth, credit spread and interest rate forecasting.



BLACKROCK®



JARISLOWSKY FRASER LIMITED
INVESTMENT COUNSEL



DFS investment solution monitoring committee

Our Monitoring Committee is made up of investment specialists, actuaries and members of senior management from Desjardins. The Committee continuously reviews our range of Funds to ensure you have the best investment options available to help your clients reach their retirement-planning goals.

Selecting our funds and fund managers

Desjardins Insurance is committed to providing you with investment options that meet your clients' needs. With that in mind, we identify the objectives and constraints that our fund managers will need to work with. We look at a combination of factors: Does the manager have an innovative philosophy that has been proven under different market conditions? Do they respect the portfolio's investment strategy and long-term performance? That way, we can make sure we have a diverse range of Funds and a team of managers with complementary management styles.

WANT TO KNOW MORE?

Visit desjardinslifeinsurance.com and go to Individual savings > Unit prices and performance to consult the fact sheets for our DFS GIFs.

Each fact sheet contains:

- Objective and strategy
- Asset allocation
- Main features
- Top holdings
- Annual compound returns

You can also listen to our fund managers podcasts on webcast.

Helios2 Contract Terms and Conditions

Deposit requirements

Deposit requirements	Helios2 – 75/75		Helios2 – 75/100i		Helios2 – 100/100i		Helios2 – 75/100GLWB	
	Series 6	Series 8	Series 6	Series 8	Series 6	Series 8	Series 6	Series 8
Maximum Annuitant age	Age 90 inclusive (Fee Option A) Age 80 inclusive (Fee Options B and C)		Age 80 (inclusive)					
Initial Deposit								
Minimum lump-sum amount ⁴²	\$1,000				\$10,000			
Minimum monthly pre-authorized debit (PAD) amount ⁴³	\$50				n/a			
RRIF or locked-in Contract	\$10,000							
Additional Deposit								
Minimum lump-sum amount ⁴²	\$500							
Minimum monthly pre-authorized debit (PAD) amount ⁴³	\$100							
Minimum Total Market Value					Series 6		Series 8	
Market value of the Units attributed to all Individual Variable Insurance Contracts issued to the Owner by the Company (Helios2 Contract and all Contracts previously issued by the Company)					n/a		\$250,000	

Deposits over \$1,000,000 must be pre-approved by Desjardins Insurance. The following information is required: the amount of the Deposit, the selected Guarantee, the client's age and the Contract type. Other information (e.g., medical questionnaire) may be requested.

⁴³ The minimum PAD amount per Fund is \$25.

⁴² The minimum Deposit per Fund is \$500.

Series 8

The Company will perform a periodic evaluation to determine which Series the client qualifies for. The Company will take into consideration the market value of the units attributed to all individual variable insurance contracts offered by the Company (Helios2 Contract and all Contracts previously offered by the Company only) for which the client are the Owner. For the purposes of the evaluation, Contracts held in the client name and Contracts held externally in a nominee or an intermediary account(s) are not calculated together. **If the client meets the \$250,000 threshold for Series 8, they will automatically be eligible for the lower Management Expense Ratios (MERs) of this Series.** Note however that the lower MER will apply to Deposits in the current Contract only.

Conversely, if it is noted that the market value of the units attributed to the client's individual variable insurance contracts with the Company (Helios2 Contract and all Contracts previously offered by the Company only) is less than \$150,000, even if the client had previously qualified for the lower Management Expense Ratios of Series 8, the Company will switch Series 8 Units to Series 6 Units. Note however that the higher MER will apply to Deposits in the current Contract only.

Refer to the Contract and Information Folder for more information about the Series.

Fees charged to the contract owner

Fee Option A

No sales or surrender charges

Fee Option B

Low load sales charges	Rate ⁴⁴
In calendar year 1	3.00%
In calendar year 2	2.50%
In calendar year 3	2.00%
Thereafter	0.00%

Fee Option C

Deferred surrender charges, 7 years	Rate ⁴⁴
In calendar year 1	5.50%
In calendar year 2	5.00%
In calendar year 3	5.00%
In calendar year 4	4.00%
In calendar year 5	4.00%
In calendar year 6	3.00%
In calendar year 7	2.00%
Thereafter	0.00%

Waiver of surrender charges applicable to units under Fee Option B or Fee Option C

Charges which may be otherwise payable are waived for surrenders of Units under Fee Option B or Fee Option C made during the calendar year up to a non-cumulative maximum each year of 12% of the value of the Units in each Fund attributed to this Contract which are still exposed to surrender charges (as calculated at the Cut-Off Time on the last Market Day in the immediately preceding calendar year). During the calendar year, this non-cumulative maximum will be adjusted to reflect a Deposit made at any point in time, such adjustment to be made in proportion to the number of months between the date of the Deposit and the end of the calendar year.

⁴⁴ These charges are based on the net asset value per Unit as at the time of surrender for the Units being surrendered.

Gross commission schedule

	Money market	Fixed income funds	Other funds
Fee Option A			
First year	n/a	n/a	n/a
Trailing commission ⁴⁵	0.25%	0.50%	1.00%
Fee Option B			
First year	2.50%	2.50%	2.50%
Trailing commission – years 1 to 3 ⁴⁵	n/a	0.15%	0.50%
Trailing commission – thereafter ⁴⁵	0.25%	0.50%	1.00%
Fee Option C			
First year	5.00%	5.00%	5.00%
Trailing commission ⁴⁵	n/a	0.15%	0.50%

There will be a first-year commission chargeback if the Annuitant dies within 90 days of the date the Contract is purchased, based on a 1/90 penalty per remaining day. For example, if the Annuitant dies the day after the Contract is set up, the commission chargeback will be 89/90 of the first-year commission.

Short-term trading fees

Short-term or frequent trading represents an expense for all Contract Owners. Consequently, for short-term or frequent trading, we may charge a fee of 2% of the transaction amount, in addition to any other applicable charges.

⁴⁵ Trailing commissions are paid monthly based on the assets under management on the last day of each month.

⁴⁶ The Owner must select one of the four Guarantees available under this Contract. The Owner may change the Guarantee of their Contract, once per calendar year, by submitting written Notification, unless such a change would result in the new Guaranteed Amount being less than 75% of the sum of Deposits adjusted for withdrawals. The Contract must satisfy all Deposit requirements of the selected Guarantee.

Guarantee selection

The Helios2 Contract offers your clients the option of four different Guarantees. They need to select a Guarantee when they purchase their Contract.

Changing Guarantees⁴⁶

Your client can change their Guarantee once per calendar year by submitting written notification, unless such a change would result in the new Guaranteed Amount being less than 75% of the sum of Deposits adjusted for withdrawals.

Once the Guarantee is changed, the Deposit amount and the Guaranteed Amount will be reset. The value of the Units attributed to the Contract as at the Cut-Off Time on the Market Day that notification is received will become the new Deposit amount. The Market Day that notification is received will become the new Valuation Date of the first Deposit and therefore the new Contract Anniversary Date. If the new Guarantee is Helios 2 – 100/100i, the Maturity Date will be set using the new Valuation Date of the first Deposit. If the new Guarantee is Helios2 – 75/100 – GLWB, the GLWB Bonus Base and GLWB Protected Value will be set at the new Deposit amount.

EXAMPLE – GUARANTEE CHANGE

Your client deposits \$100,000 in a Helios2 Contract and selects the Helios2 – 75/100i Guarantee. A few years later, they decide they want to switch to the Helios2 – 75/75 Guarantee.

If the market value of the Units attributed to the Contract is \$125,000: The client can change their Guarantee, and their new Guaranteed Amount would be \$93,750 (i.e., 75% of the new Deposit value).

If the market value of the Units attributed to the Contract is \$85,000: The client can't change their Guarantee, since the Guaranteed Amount would only be \$63,750 (75% of \$85,000), which is less than 75% of their \$100,000 Deposit.



Webi.ca: your source for all things Helios2!

For more information and sales materials,
visit webi.ca/Helios2Contract

Added protection: Assuris

Desjardins Financial Security is a member of Assuris, the not-for-profit organization that protects Canadian policyholders if their life insurance company should fail. Visit assuris.ca to learn more.

Desjardins

Desjardins Group is the leading cooperative financial group in Canada and the sixth largest in the world. The scope of our product and service offer is unique, encompassing expertise in wealth management, life and health insurance, property and casualty insurance, and financial services for individuals and businesses. Desjardins has pioneered responsible investing in Canada and continues to be a leading supporter and promoter of this sector.

\$290.1

billion in
total assets*

+7

million members
and clients*

- Standard and Poor's A+
- Moody's Aa2
- Dominion Bond Rating Service AA
- Fitch AA-

Offer the Helios2 Contract!

Your **regional sales director** can help you sell the Helios2 Contract. Reach out today!



* As at June 30, 2018.

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