

FOR ADVISOR
USE ONLY

Power
Your Practice...

**WITH
RESPONSIBLE
INVESTMENT**



 Desjardins



RESPONSIBLE INVESTMENT

CONSIDERABLE GROWTH

Did you know?

Responsible investment (RI) assets under management in Canada represent

\$3.2 BILLION.¹ They are largely managed for **institutional investors**, such as pension funds, who recognize the potential of RI.

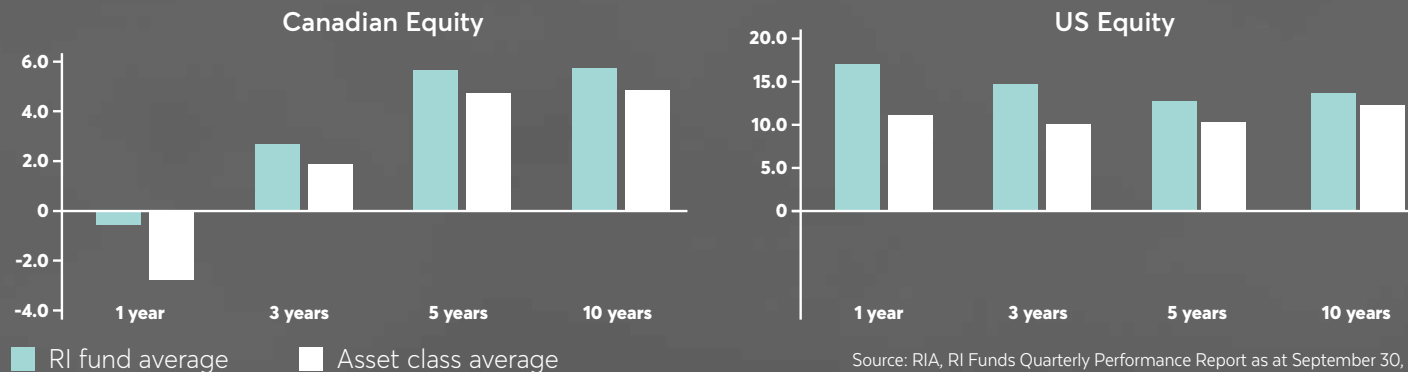
Individual investors are also increasingly interested in RI products.

We saw **55%** growth in RI mutual fund assets under management in 2020² compared to 11% for funds overall, which is five times more!

DON'T COMPROMISE ON PERFORMANCE

Studies on Responsible Investing have confirmed that businesses with stringent environmental, social and governance (ESG) practices often achieve **better financial results.**³

Average RI fund vs. average asset class performance



Source: RIA, RI Funds Quarterly Performance Report as at September 30, 2020.

1. 2020 Canadian Responsible Investment Trends Report, the Responsible Investment Association (RIA), November 2020.
2. 2020 Investment Funds Report, page 15, the Investment Funds Institute of Canada (IFIC).
3. Case study commissioned by the United Nations Principles for Responsible Investment initiative. A Practical Guide to ESG Integration for Equity Investing, 2016. <https://www.unpri.org/listed-equity/linking-esg-ratings-to-returns-and-volatility/164.article>.



RESPONSIBLE INVESTMENT

THE FUTURE OF YOUR BUSINESS

Responsible investment **matters to your clients.**

75%

ARE INTERESTED
IN RI.

64%

INTEND TO
INVEST.

But only

15%

HAVE DISCUSSED
IT WITH THEIR
ADVISORS.⁴

BECOME THE TRUSTED RI CONTACT FOR YOUR CLIENTS

Responsible investment **aims to meet 2 of your clients' fundamental needs:**

- Achieving their financial goals
- Having a positive impact on communities and the environment



**Stand out by
being the first to
talk about RI with
your clients!**

4. Online survey of 2,864 Canadians conducted by SOM on behalf of Desjardins from November 25 to December 14, 2020. The margin of error was $\pm 2.6\%$, 19 times out of 20.

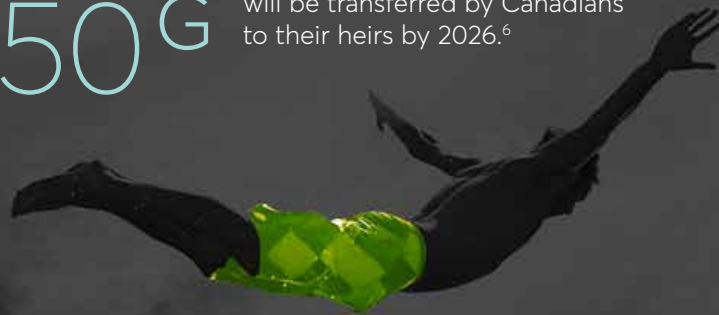
AMONG YOUR CLIENTS

PAY SPECIAL ATTENTION TO
WOMEN, YOUNG PEOPLE AND
MAJOR WEALTH TRANSFERS

75%
OF WOMEN
+
70%
OF MEN
are interested in RI.⁵

YOUNG
INVESTORS
(18 to 34) are
2x
more likely to
consider RI than
**investors 55
and over.**⁵

\$750^G will be transferred by Canadians
to their heirs by 2026.⁶



Take advantage of the **growing enthusiasm for RI!** Expand your practice by offering responsible solutions that match your client's preferences.

5. Association for Responsible Investment (AIR), [AIR Investor Opinion Survey, 2020 - Responsible Investments Association \(riacanada.ca\)](#).
6. CIBC Capital Markets report. <http://cibc.mediaroom.com/2016-06-06-Canadian-baby-boomers-stand-to-inherit-750-billion-in-the-next-10-years-CIBC#:~:text=TORONTO%2C%20June%206%2C%202016%20%2Fnew%20CIBC%20Capital%20Markets%20report>.
7. As at December 31, 2020.

DESJARDINS,

1ST IN RESPONSIBLE
INVESTMENT

Canada's
#1 responsible
investment (RI)
FINANCIAL
INSTITUTION
in Canada.

Signatory of the
United Nations
**PRINCIPLES FOR
RESPONSIBLE
INVESTMENT
SINCE 2010.**

Desjardins was also the
first Canadian financial
institution signatory of
the Principles for
Responsible Banking
in 2019.

\$7.3^G
IN RI ASSETS UNDER
MANAGEMENT⁷

A PIONEER
in RI since
1990

Canada's most
extensive **RI EXPERTISE**
with a team of
WORLD-RENOWNED
portfolio managers.

The **LARGEST SELECTION**
OF RI SOLUTIONS in Canada
with more than

30 RI product
options

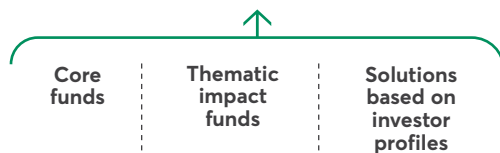


CANADA'S MOST COMPREHENSIVE LINE OF RI PRODUCTS

Aim for sustainable returns while offering your clients unique and innovative investment solutions

Desjardins SocieTerra Funds and Portfolios

A diverse and cutting-edge line that combines high return potential with a meaningful impact on the world



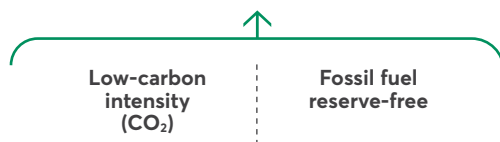
Desjardins Principal Protected Notes

Regular* and customized offer integrating ESG criteria

* Subject to issue availability

Desjardins Responsible Investment Exchange-Traded Funds (ETFs)

Innovative RI strategies – First of their kind in Canada



RI Guaranteed Investment Fund Portfolios

Helios2 Contract, wealth transfer and protection product

Guarantee Advantage

ESG Global Diversified basket*

* Subject to availability during each sales campaign

Whatever the style of your practice, your clients' profiles or their objectives, you have everything you need to build them an end-to-end RI portfolio.

DESJARDINS,

AN APPROACH THAT REFLECTS OUR CONVICTIONS

Distinctive RI strategies applied by our portfolio managers

Responsible investment incorporates **environmental, social and governance (ESG)** criteria into the selection and management of investments—in addition to an analysis of the issuing companies' financial performance.



Environmental
e.g., climate change



Social
e.g., occupational
health and safety



Governance
e.g., diversity on boards
of directors

ESG Strategies applied to security selection



Exclusion screening

We exclude businesses operating in controversial sectors (e.g., tobacco, weapons).



ESG integration

We incorporate ESG criteria to guide security selection.



Best in class

We favour companies with top ESG performance.



Thematic investing

We select top companies in sectors that are directly related to an ESG theme (available for certain products).

ESG Strategy applied once we've invested



Shareholder engagement

Direct engagement that allows investors to influence companies and encourage them to improve their practices.

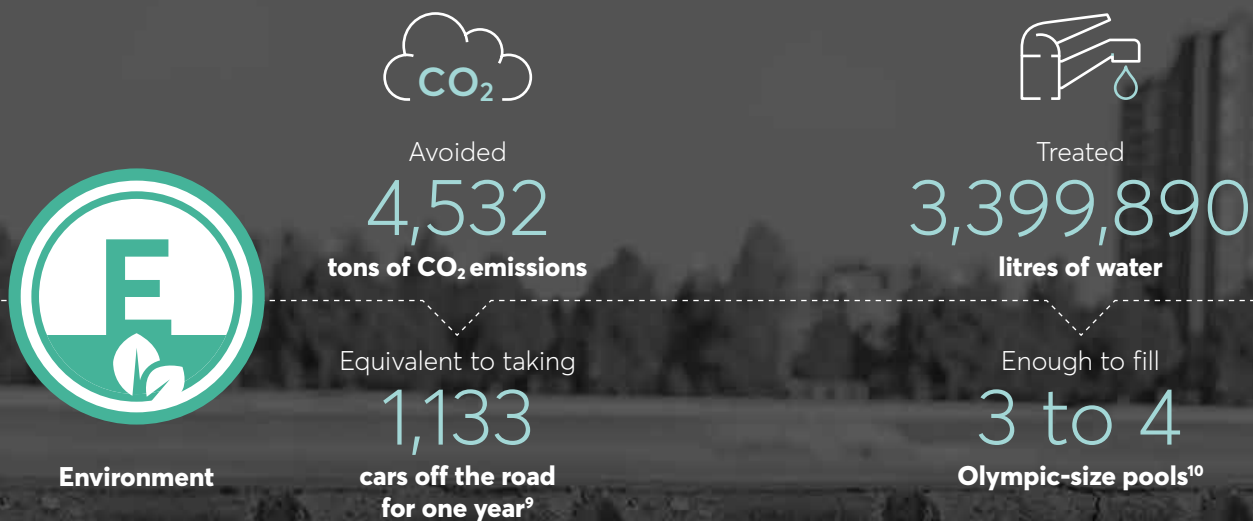
- Exercising voting rights
- Shareholder dialogue
- Shareholder proposals

CONCRETE RESULTS AND POSITIVE IMPACTS

SHOW YOUR CLIENTS THAT THEIR MONEY CAN CHANGE THE WORLD

An example that speaks for itself: The Desjardins SocieTerra Positive Change Fund

By supporting companies that generate measurable positive impacts, your clients' investments can be part of the solution. Through their activities, the Desjardins SocieTerra Positive Change Fund's portfolio companies have helped achieve the following:⁸



Calculations are based on a CA\$10 million investment in the companies included in the Desjardins SocieTerra Positive Change Fund portfolio.

→ For more information, see the [Annual Report on Responsible Investment](#).

- Contributions are based on the full year impact of portfolio holdings as at December 31, 2019. For those holdings that have been in the portfolio for less than the full year, no attempt has been made to pro-rate the contribution. Such cases are indicated in Positive Chains. However, as we have a long time horizon and aim to invest in our holdings for 5-10 years or longer, portfolio turnover will be low; it has been under 10% per annum since inception. Headline Impact Data, while providing an indication of the impact of the portfolio, is vulnerable to inconsistencies. This may be due to underlying assumptions. How companies measure and report is not always uniform and, in some cases, requires conversion to allow for aggregation across the portfolio. Where information is not available, we do not include a company's contribution within the Headline Impact Data snapshot; as such, we believe this provides a conservative estimate. In time, we hope to be able to encourage companies to increase their reporting.
- Calculation is based on the assumption of 20,000 kilometres per vehicle per year.
- Calculation is based on the assumption of an Olympic-size pool containing 3,750 m³ (3.75 megalitres) of water.



YOUR #1 RI PARTNER TO HELP YOU STAND OUT TO YOUR CLIENTS

We aim for simplicity and efficiency!

Take advantage of a host of outstanding tools and unparalleled, comprehensive support:



RI certification program

A top program to help you make RI a strategic investment driver



A series of webcasts

Exclusive access to RI expertise from world-renowned responsible portfolio managers



Sales documents

Brochures, leaflets, guides, presentations, etc. to facilitate your client interactions



Customized advertising

Strong support to help you position your RI practice



RI on desjardinsfunds.com

Find out more about RI at Desjardins by consulting the [section](#) entirely devoted to RI

Additional resources for your clients:



Turnkey RI workshops for clients

Useful sessions aimed at helping clients understand RI



RI newsletters

Newsletters showing the positive impact of investments



LetsThinkRi.com

A site to help clients better understand RI, its repercussions and its history

A NAME YOU CAN TRUST FROM COAST TO COAST

About Desjardins Group

Desjardins Group is the leading cooperative financial group in Canada and the sixth largest in the world, with assets of \$362 billion*. It has been rated one of Canada's Top 100 Employers by Mediacorp. To meet the diverse needs of its members and clients, Desjardins offers a full range of products and services to individuals and businesses through its extensive distribution network, online platforms and subsidiaries across Canada. Ranked among the World's Strongest Banks according to The Banker magazine, Desjardins has one of the highest capital ratios and credit ratings in the industry.

* As at December 31, 2020

Legal notes

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The Desjardins Funds are not guaranteed, their value fluctuates frequently, and their past performance is not indicative of their future returns. Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. The Desjardins Funds are offered by registered dealers.

The Desjardins Exchange Traded Funds are not guaranteed, their value fluctuates frequently, and their past performance is not indicative of their future returns. Brokerage commissions, management fees and expenses all may be associated with an investment in exchange traded funds. Please read the prospectus before investing. Desjardins Global Asset Management Inc. is the manager and the portfolio manager of the Desjardins Exchange Traded Funds. The Desjardins Exchange Traded Funds are offered by registered dealers.

An investment in principal protected notes may not be suitable for all investors. Important information about principal protected notes is contained in the Information Statement and the Oral Disclosure Document of each note. Investors are strongly encouraged to attentively read this documentation related to a note issuance before investing, and to discuss the suitability of an investment in the notes with their investment advisor or dealer representative before making a decision. The documentation related to a note issuance in particular is available on the summary page of that particular issuance. The offering and sale of notes may be prohibited or restricted by laws in certain jurisdictions in Canada, and notes are not offered for sale outside Canada. Notes may be purchased only in the jurisdictions where they may be lawfully offered for sale and only through individuals duly registered and authorized to sell them. Past performance is not indicative of future performance. The return on principal protected notes is dependent on the change (which may be positive or negative) in value of the underlying assets during the term of the note, and it is possible that there may be no interest payable to the investor. The return on a note cannot be established before maturity. Some notes may be subject to caps, participation rates and other limits which feed through to performance. The full principal amount of a principal protected note will be repaid at maturity only. An investment in notes is subject to certain risk factors. Please read the Information Statement and Oral Disclosure Document for complete details, including the precise formula for determining the return on a note.

The Contract and Information Folder and the Funds Facts document contain important information on the Desjardins Financial Security Guaranteed Investment Funds Plan - Helios2 and the DFS Guaranteed Investment Funds. The Contract and Information Folder also contains a glossary of defined terms. Please read these documents carefully before investing.

DFS Guaranteed Investment Funds are established by Desjardins Financial Security Life Assurance Company.

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1-866-647-5013

1st Responsible Investment (RI) financial institution in Canada

Pioneer in the RI field since 1990, Desjardins offers the largest selection of RI solutions in addition to having the most in-depth RI expertise, thanks to a team of internationally recognized portfolio managers.

