

# FUND INFORMATION

## Versatile Portfolios Navigator™

### Co-operators Balanced Income Portfolio



Investments. Insurance. Advice.

Co-operators Life Insurance Company | June 30, 2022

#### Quick Facts

Date fund created:	October 1, 2003	Portfolio turnover rate at December 31, 2021:	49.90%
Date fund available:	December 22, 2014	Minimum investment:	\$50 PAD or \$50 lump sum
Total fund value:	\$194,402,000	Portfolio manager:	Co-operators Life Insurance Company
Total units outstanding:	1,494,891		

Guarantee Level	Sales Charge Option	Management Expense Ratio (MER)	Net Asset Value Per Unit	Units Outstanding
75% maturity/75% death benefit	Back end load	2.38%	\$116.28	57,180
75% maturity/75% death benefit	No load	2.39%	\$115.68	268,043
75% maturity/100% death benefit	Back end load	2.55%	\$114.86	84,692
75% maturity/100% death benefit	No load	2.55%	\$114.28	346,400
100% maturity/100% death benefit	Back end load	3.16%	\$109.84	89,532
100% maturity/100% death benefit	No load	3.16%	\$109.29	204,514

#### What does the Fund invest in?

This fund invests in Canadian government and corporate bonds and debentures and equities of medium to large sized Canadian and foreign companies.

#### Top 10 Holdings

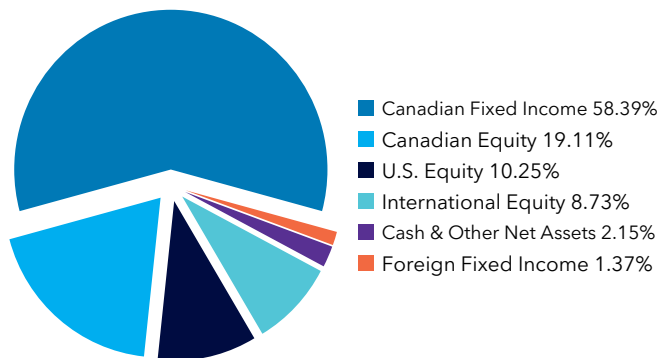
Co-operators Canadian Fixed Income Fund	25.02%
Co-operators BlackRock Canada Universe Bond Index Fund	25.00%
Co-operators Mawer Canadian Equity Fund	10.07%
Co-operators Canadian Equity Fund	10.07%
Co-operators Fidelity Canadian Bond Fund	10.00%
Co-operators Mawer International Equity Fund	9.99%
Co-operators BlackRock U.S. Equity Index Fund	4.93%
Co-operators U.S. Equity Fund	4.92%

The top 10 investments make up 100.00% of the fund.

Total number of investments: 8

#### Investment Segmentation

At June 30, 2022



#### How has the Fund performed?

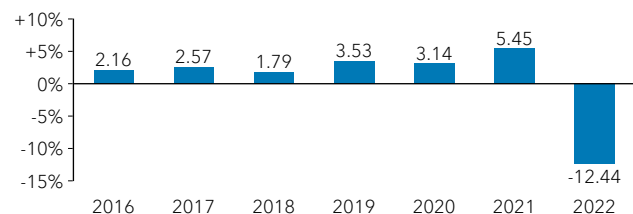
This section tells you how the fund has performed over the past 7 year(s) for a policyholder who chose the 100% maturity/100% death benefit no-load guarantee option. Returns are after the MER has been deducted. The returns for the fund in each of the 75/75, 75/100, and 100/100 options available will vary due to differences in the MER based on the guarantee level and sales charge option selected. It is important to note that this does not tell you how the fund will perform in the future. Also, your actual return will depend on the guarantee level and sales charge option as well as your personal tax situation.

#### Average Return

A person who invested \$1,000 in the fund and chose the 100/100 no-load option 7 year(s) ago now has \$1,051.65. This works out to an average of 0.72% per year.

#### Year-by-year Returns

This chart shows how the fund has performed in each of the past 7 year(s) for a policyholder who chose the 100/100 no-load option. In the last 7 year(s) the fund was up in value 6 year(s) and down in value 1 year(s) of the 7.



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## How risky is it?

The value of your investments can go down. Please see the Information Folder for further details.



## Are there any guarantees?

This segregated fund is being offered under an insurance contract. It comes with guarantees that may protect a policyholder's investment if the markets go down. The Management Expense Ratio (MER) includes the insurance cost for the guarantee. For details please refer to Guarantees on Policies Invested in Segregated Funds in the Information Folder and Policy.

## Who is this Fund for?

For investors seeking a diversified portfolio with a slight weighting towards income-producing Canadian bonds. Investors should be comfortable with some ups and downs of the market.

## How much does it cost?

The following table shows the fees and expenses you could pay to buy, own and sell units of the fund.

### 1. Sales Charges

Surrender Charge Option	What you pay	How it works
Back-end load	If you sell all of your funds in: Less than 2 years      5% 2, but less than 3      4% 3, but less than 4      3% 4, but less than 5      2% 5, but less than 6      1% After 6 years              0%	When you make a deposit, Co-operators pays your financial advisor a commission of 3%. The Deferred Sales Charge is a set rate. It is deducted from the amount that you sell. For all savings plans, you can sell up to 10% of the sum of the value of your previous years' last valuation day and the contributions made to-date in the current calendar year without paying a Deferred Sales Charge. For all income plans, you can sell up to 20% of the sum of the value of your previous years' last valuation day and the contributions made to-date in the current calendar year without paying a Deferred Sales Charge. You can switch to units of other funds within the same guarantee option without paying a Deferred Sales Charge. The sales charge schedule will be based on the day you invest in your first fund.
No-load	There is no Deferred Sales Charge	When you make a deposit, Co-operators does not pay your financial advisor a commission.

### 2. Ongoing Fund Expense

The Management Expense Ratio (MER) includes the management fee and operating expenses of the fund. The MER includes the insurance cost for the guarantee. You do not pay these expenses directly. They affect you because they reduce the return you get on your investment. For details about how the guarantee works, see your Policy and Information Folder. For details on the MER, please see the Information Folder.

Guarantee Level	Sales Charge Option	MER (annual rate as a % of the fund value)
75% maturity/75% death benefit	Back end load	2.38%
	No load	2.39%
75% maturity/100% death benefit	Back end load	2.55%
	No load	2.55%
100% maturity/100% death benefit	Back end load	3.16%
	No load	3.16%

### Trailing Commission

Co-operators Life Insurance Company pays your financial advisor a trailing commission for as long as you own segregated funds. It is for the services and advice your financial advisor provides you. The trailing commission is paid out of the management fee. The rate depends on the sales charge option you choose:

Back-end load	0.40%
No-load	0.70%

### 3. Other Fees

You may pay other fees when you sell or transfer units of the fund.

Withdrawal service fee	\$35 after the third withdrawal each calendar year
Short-term trading fee	2% of the value of units you redeem or switch within 90 days of investing in the fund

### What if I change my mind?

You can 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 have to tell us in writing (email, fax, or letter) that you want to cancel. The amount returned will be the lesser of the amount you invested or the value of the fund if it has gone down. The amount returned only applies to the specific transaction.

You can also change your mind about subsequent transactions you make under the policy within two business days from the date you received confirmation. In this case, the right to cancel only applies to the new transaction.

### For more information

The summary may not contain all the information you need. Please read the Policy and Information Folder.

Co-operators Life Insurance Company  
 1900 Albert Street Regina, SK S4P 4K8

Phone: 1-800-454-8061

Email: phs\_wealth\_mgmt@cooperators.ca

NOTE: This does not form part of Your Policy