

Rates of Return

Net Annual Rates of Return at December 31, 2019

Versatile Portfolios Navigator™ 75-75 Non-Registered	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Portfolio Funds										
Co-operators Very Conservative Portfolio	7.80%	-1.69%	2.79%	1.30%	2.64%	n/a	n/a	n/a	n/a	n/a
Co-operators Conservative Portfolio	10.29%	-3.02%	4.77%	2.64%	3.89%	n/a	n/a	n/a	n/a	n/a
Co-operators Moderate Portfolio	12.56%	-4.36%	6.41%	4.03%	4.15%	n/a	n/a	n/a	n/a	n/a
Co-operators Aggressive Portfolio	15.37%	-6.11%	8.66%	5.48%	5.70%	n/a	n/a	n/a	n/a	n/a
Co-operators Very Aggressive Portfolio	18.29%	-7.41%	9.95%	7.95%	4.93%	n/a	n/a	n/a	n/a	n/a
Responsible Investment Portfolio Funds										
Co-operators Ethical Select Income Portfolio	9.75%	-3.20%	3.14%	1.76%	2.86%	n/a	n/a	n/a	n/a	n/a
Co-operators Ethical Select Conservative Portfolio	11.22%	-3.60%	3.50%	1.43%	3.06%	n/a	n/a	n/a	n/a	n/a
Co-operators Ethical Select Balanced Portfolio	12.44%	-4.03%	5.42%	2.88%	4.31%	n/a	n/a	n/a	n/a	n/a
Co-operators Ethical Select Growth Portfolio	15.65%	-4.76%	6.94%	3.68%	5.68%	n/a	n/a	n/a	n/a	n/a
Fixed Income Funds										
Co-operators Canadian Fixed Income Fund	5.14%	-0.42%	0.70%	-0.37%	1.05%	n/a	n/a	n/a	n/a	n/a
Co-operators Fidelity Canadian Bond Fund	5.05%	-1.19%	0.45%	-0.37%	0.64%	n/a	n/a	n/a	n/a	n/a
Co-operators Money Market Fund	0.63%	0.39%	0.23%	0.25%	0.20%	n/a	n/a	n/a	n/a	n/a
Balanced Funds										
Co-operators Balanced Fund	14.45%	-5.52%	4.94%	5.67%	2.45%	n/a	n/a	n/a	n/a	n/a
Co-operators Mawer Balanced Fund	13.06%	-1.95%	8.06%	1.40%	8.57%	n/a	n/a	n/a	n/a	n/a
Canadian Equity Funds										
Co-operators Bissett Canadian Dividend Fund	16.60%	-12.66%	3.72%	24.69%	-17.27%	n/a	n/a	n/a	n/a	n/a
Co-operators Canadian Equity Fund	20.24%	-12.65%	6.74%	13.47%	-2.52%	n/a	n/a	n/a	n/a	n/a
Co-operators Canadian Resource Fund	18.37%	-18.90%	-5.14%	18.65%	-13.20%	n/a	n/a	n/a	n/a	n/a
Co-operators Ethical Canadian Equity Fund	17.97%	-14.23%	2.03%	17.40%	-8.51%	n/a	n/a	n/a	n/a	n/a
Co-operators Fidelity True North® Fund	15.77%	-6.21%	3.46%	8.52%	-3.13%	n/a	n/a	n/a	n/a	n/a
Co-operators Mawer Canadian Equity Fund	18.59%	-11.31%	6.76%	13.59%	-1.97%	n/a	n/a	n/a	n/a	n/a
Foreign Equity Funds										
Co-operators Fidelity Global Fund	18.53%	-6.19%	16.80%	0.72%	21.19%	n/a	n/a	n/a	n/a	n/a
Co-operators Global Equity Fund	17.29%	0.75%	9.15%	-2.84%	15.18%	n/a	n/a	n/a	n/a	n/a
Co-operators Mawer International Equity Fund	12.59%	-5.60%	20.47%	-4.98%	18.32%	n/a	n/a	n/a	n/a	n/a
Co-operators U.S. Equity Fund	22.53%	4.34%	8.30%	-0.99%	16.76%	n/a	n/a	n/a	n/a	n/a

Rates of return for periods less than 1 year are simple rates of return. All others are annualized rates of return.

Securities regulations do not allow us to report performance for a fund that has been available for less than one year.

The returns reflect changes in unit value and assume that all income/realized net gains are retained by the segregated fund in the periods indicated and are reflected in higher unit values of the fund. The returns do not take into account sales, redemption, distribution or other optional charges or income taxes payable that would have reduced returns or performance.

Past performance of any fund is not necessarily indicative of its future performance.

ANY AMOUNT THAT IS ALLOCATED TO A SEGREGATED FUND IS INVESTED AT THE RISK OF THE CONTRACTHOLDERS AND MAY INCREASE OR DECREASE IN VALUE.

Fidelity Investments® and True North® are registered trademarks of FMR LLC.

Franklin Bissett Investment Management is part of Franklin Templeton Investments Corp.

Northwest Funds, NEI Investments and Ethical Funds are divisions of Northwest & Ethical Investments L.P. Northwest Funds, NEI Investments and Ethical Funds are registered marks and trademarks of Northwest & Ethical Investments L.P.