

— SUN LIFE —

GRANITE

MANAGED PORTFOLIOS

• FIND YOUR FIT •

GRANITE INVESTOR QUESTIONNAIRE

This questionnaire is designed to be used with your advisor when assessing your investment objectives and tolerance for risk.

Just three easy steps:

- 1 COMPLETE THE QUESTIONNAIRE**
Together, you and your advisor can carefully determine your tolerance for risk.
- 2 TOTAL YOUR SCORE**
Add up the score for each of your responses.
- 3 SELECT YOUR PORTFOLIO**
Select the appropriate Sun Life Granite Managed Portfolio that aligns with your score.*

*Your responses are commonly understood indicators of your tolerance for risk. The five portfolios are classified based on risk bands and the one that complements your assumed risk tolerance will be shown. You and your advisor will review the investment policy statement to determine whether the investment objectives and strategies of the portfolio are suitable for you.

STEP ONE

Your occupation: _____

Type of business: _____

Please provide an estimate of your total annual income. Include employment/pension plan income, investment income and other income sources. Select one:

- under \$24,999
- \$25,000 - \$49,999
- \$50,000 - \$99,999
- over \$100,000

Please provide an estimate of your current net worth:

- under \$39,999
- \$40,000 - \$99,999
- \$100,000 - \$199,999
- \$200,000 - \$499,999
- over \$500,000

1. Your knowledge of investments is:

- a. **Non-existent to very limited:** you have focused on savings accounts up until now. *[1 point]*
- b. **Fair:** you have some knowledge and are familiar with some basic investments. You understand the difference between stocks and bonds. *[2 points]*
- c. **Good:** you have a working knowledge of the markets and various investments. *[3 points]*
- d. **Excellent:** you have an in-depth knowledge of investments. You understand the risks and rewards associated with investing in various markets. *[4 points]*

SCORE

2. How long do you expect your investments to be invested?

SCORE

- a. 0 to 1 year (short term) [0 points]
- b. 1 to 3 years (short term) [1 point]
- c. 3 to 5 years (short term) [2 points]
- d. 5 to 8 years (mid term) [3 points]
- e. 8 to 10 years (mid term) [4 points]
- f. 10 to 20 years (long term) [5 points]
- g. over 20 years (long term) [6 points]

3. You need your investments to:

SCORE

- a. Be readily available for emergencies or short-term needs [1 point]
- b. Be reasonably secure and safe from short-term losses [2 points]
- c. Generate a steady stream of income [3 points]
- d. Generate some income with some opportunity to grow in value [4 points]
- e. Generate long-term growth [5 points]
- f. Aggressively grow in value [6 points]

If you chose (a) for questions 2 and 3, then you may be best suited for very liquid, short-term investments, such as **Sun Life Money Market Fund**. For more information, speak with your financial advisor.

4. Would you consider your tolerance for investment risk to be:

SCORE

- a. Low [2 points]
- b. Low/medium [4 points]
- c. Medium [6 points]
- d. Medium/high [8 points]
- e. High [10 points]

5. You're considering investing a third of your current portfolio in a company that financial experts say is solid; however, the investment is not guaranteed and you could lose part of it. How low must the likelihood of loss be for you to make the investment?

SCORE

- a. Zero, no likelihood of loss [1 point]
- b. Low likelihood of loss [2 points]
- c. Somewhat low likelihood of loss [3 points]
- d. Equal likelihood of loss and gain [4 points]

6. How much of a temporary decline (for example, one year) in the value of your investment could you tolerate?

SCORE

- a. No decline [2 points]
- b. Less than 5% decline [4 points]
- c. 5% to 10% decline [6 points]
- d. 10% to 15% decline [8 points]
- e. More than 15% decline [10 points]

7. Higher-return investments tend to have greater risk, while lower-risk investments tend to have lower returns. How much of your investments are you willing to invest in higher-risk investments for the potential to earn higher returns?

SCORE

- a. Zero [1 point]
- b. 1% to 30% [2 points]
- c. 30% to 50% [3 points]
- d. 50% to 70% [4 points]
- e. 70% to 80% [5 points]
- f. 80% to 100% [6 points]

8. In making financial and investment decisions, you are:

SCORE

- a. Conservative and try to minimize your risk [2 points]
- b. Conservative but willing to accept a small amount of risk [4 points]
- c. Average with the amount of risk you are willing to accept [6 points]
- d. Somewhat aggressive and take on some larger risks [8 points]
- e. Aggressive and typically take on large risks [10 points]

9. What percentage of your investments are you comfortable investing longer than five years and not dependent on for income?

SCORE

- a. Less than 25% [1 point]
- b. 25% to 50% [2 points]
- c. 50% to 75% [3 points]
- d. 75% or more [4 points]

10. Which of the following statements best describes your financial situation?

SCORE

Please consider your regular expenses and your ability to repay outstanding loans as well as saving for emergencies and retirement.

- a. I need this investment to supplement my income. [2 points]
- b. My financial situation is somewhat unstable. [2 points]
- c. I don't need to supplement my income at this time; however, this could change. [4 points]
- d. I don't expect to use this investment to meet current income requirements, but I would need to access the funds in the event of an emergency. [6 points]
- e. My financial situation is stable and I have sufficient cash flow to meet most of my requirements. [8 points]
- f. My financial situation is completely secure and I can meet emergency requirements without withdrawing these funds. [10 points]

STEP TWO

TOTAL YOUR SCORE

TOTAL

Filling out this questionnaire is the first step in the planning process. Your answers will help you and your advisor choose the appropriate investment portfolio for you.

STEP THREE

TOTAL

SELECTING A SUN LIFE GRANITE MANAGED PORTFOLIO

Match your total score from the Investor Questionnaire to one of the portfolios below that best meets your investment goals and tolerance for risk:

If you scored 29 or less, we recommend that you ask your financial advisor about **Sun Life Money Market Fund**. This fund may be ideal for investors who are conservative and income oriented, have a shorter investment time horizon, and are risk averse.

Low risk tolerance



SUN LIFE GRANITE CONSERVATIVE PORTFOLIO

A score of 30 to 40 points

INVESTMENT OBJECTIVE: To seek income and capital appreciation, with a bias towards income, by investing primarily in fixed income mutual funds and, to a lesser extent, equity mutual funds. *PROSPECTUS RISK: Low*



SUN LIFE GRANITE MODERATE PORTFOLIO

A score of 41 to 50 points

INVESTMENT OBJECTIVE: To seek income and capital appreciation by investing primarily in a mix of fixed income and equity mutual funds. *PROSPECTUS RISK: Low to medium*



SUN LIFE GRANITE BALANCED PORTFOLIO

A score of 51 to 55 points

INVESTMENT OBJECTIVE: To seek capital appreciation and income, with a small bias towards capital appreciation, by investing primarily in a mix of equity and fixed income mutual funds. *PROSPECTUS RISK: Low to medium*



SUN LIFE GRANITE BALANCED GROWTH PORTFOLIO

A score of 56 to 60 points

INVESTMENT OBJECTIVE: To seek capital appreciation and income, with a bias towards capital appreciation, by investing primarily in equity mutual funds and, to a lesser extent, fixed income mutual funds. *PROSPECTUS RISK: Low to medium*



SUN LIFE GRANITE GROWTH PORTFOLIO

A score of 61 to 70 points

INVESTMENT OBJECTIVE: To seek capital appreciation by investing primarily in equity mutual funds and, to a lesser extent, fixed income mutual funds. *PROSPECTUS RISK: Low to medium*

Higher risk tolerance

■ Equity ■ Fixed income

FUND CODES

All codes preceded by: SUN
Distributions: A=Annual; M=Monthly

MUTUAL FUND TRUSTS	Series A			Series T5			Series T8			Series			
	ISC	DSC	LSC	ISC	DSC	LSC	ISC	DSC	LSC	F	F5	F8	O
<i>Sun Life Granite Managed Portfolios</i>													
Sun Life Granite Conservative Portfolio	144	244	344	145	245	345	-	-	-	444	F5444	-	O144
Sun Life Granite Moderate Portfolio	146	246	346	147	247	347	-	-	-	446	F5446	-	O146
Sun Life Granite Balanced Portfolio	148	248	348	149	249	349	-	-	-	448	F5448	-	O148
Sun Life Granite Balanced Growth Portfolio	150	250	350	151	251	351	152	252	352	450	F5450	F8450	O150
Sun Life Granite Growth Portfolio	153	253	353	154	254	354	155	255	355	453	F5453	F8453	O153
Distributions	A	A	A	M	M	M	M	M	M	A	M	M	A
<i>Sun Life Granite Managed Income Portfolios</i>													
Sun Life Granite Income Portfolio	175	275	375	193	293	393	-	-	-	475	F5475	-	O175
Sun Life Granite Enhanced Income Portfolio	176	276	376	-	-	-	-	-	-	476	-	-	O176
Distributions	M	M	M	M	M	M	-	-	-	M	M	-	M
CORPORATE CLASS	Series A			Series AT5			Series AT8			Series			
	ISC	DSC	LSC	ISC	DSC	LSC	ISC	DSC	LSC	F	FT5	FT8	O
Sun Life Granite Conservative Class	5144	5244	5344	5145	5245	5345	-	-	-	5444	55444	-	O5144
Sun Life Granite Moderate Class	5146	5246	5346	5147	5247	5347	-	-	-	5446	55446	-	O5146
Sun Life Granite Balanced Class	5148	5248	5348	5149	5249	5349	-	-	-	5448	55448	-	O5148
Sun Life Granite Balanced Growth Class	5150	5250	5350	5151	5251	5351	5152	5252	5352	5450	55450	85450	O5150
Sun Life Granite Growth Class	5153	5253	5353	5154	5254	5354	5155	5255	5355	5453	55453	85453	O5153
Distributions	A	A	A	M	M	M	M	M	M	A	M	M	A

SUN LIFE
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www.sunlifeglobalinvestments.com/granite

Sun Life Granite Managed Portfolios invest in other mutual funds and/or exchange traded funds. Commissions, trailing commissions, management fees and expenses may all be associated with mutual fund investments. Please read the prospectus before investing. Mutual funds are not guaranteed; their values change frequently and past performance may not be repeated.

The suggested portfolios are recommendations only. Full assessments of each portfolio's features and determination of suitability resides with the investor and the advisor. The above material should not be considered as investment advice. These materials should be used together with your financial advisor. Content on this document is confidential and is intended for advisor and client use only.



ILLUMINATING