

PIVOTAL SELECT™

PRODUCT AT A GLANCE



PRODUCT PORTFOLIO
SEGREGATED FUNDS

WHY EQUITABLE LIFE IS THE RIGHT CHOICE FOR YOU



Equitable Life® has been providing financial services and protection to Canadians since 1920. We offer straight forward, quality products that offer protection and flexibility. We are proud to offer award winning funds and interest rates that are consistently competitive across the industry.

At Equitable Life we are proud to be one of Canada's largest mutual life insurance companies, and we believe our mutual status best serves the long-term interests of our policyholders. Our mutual structure means that we are not driven by shareholder pressures for quarterly results. This allows us to offer continuity, stability, and to focus on growing the Company while meeting the long-term interests of our policyholders.

- Industry Leading Products — Equitable Life has a complete range of investment products designed to meet your clients' savings and income needs. We have partnered with a variety of Canadian fund managers, ensuring investors receive quality investment choices.
- The Life Insurance Capital Adequacy Test (LICAT) ratio is a recognized measure of strength and stability for the insurance industry. Equitable Life's LICAT ratio is well above the minimum prescribed by the Office of the Superintendent of Financial Institutions Canada (OSFI).
- Equitable Life is a member of Assuris, a not for profit organization that was established to provide protection to the policyholders of member companies. For details on Assuris and its protection limits, please see www.assuris.ca or call 1.866.878.1225.

Pivotal Select Investment Class 75/75

GROWTH AND FLEXIBILITY

Plan summary	<p>Pivotal Select™ Investment Class is a segregated fund product that offers investors a diverse investment selection. This product is well suited for:</p> <ul style="list-style-type: none"> • Individuals looking for growth potential and flexibility • Individuals seeking an efficient method of estate transfer • Business owners looking for creditor protection • Investors looking for low-fee investment options 	
Notable features	<ul style="list-style-type: none"> • 75% death benefit guarantee • Multiple load types available • Dollar cost averaging • Over 30 segregated fund options • Competitive Management Expense Ratios (MER) with no added insurance fee • Potential for creditor protection and avoiding probate by designating a beneficiary • Eligible for Preferred Pricing Program 	
Eligible registrations	<ul style="list-style-type: none"> • Non-registered • Tax-Free Savings Account (TFSA) • Retirement Savings Plan (RSP) – individual or spousal • Locked-in Retirement Account (LIRA, RLSP, LRSP) • Retirement Income Fund (RIF) – individual or spousal • Life Income Fund (LIF, PRIF, LRIF, RLIF) 	
Issue ages	<p>Owner: Minimum age (no maximum age)</p> <ul style="list-style-type: none"> • Non-registered: 16 • TFSA: 18 • RSP/LIRA/RLSP/LRSP: 16 • RIF/LIF/PRIF/LRIF/RLIF: Not applicable <p>Annuitant: Minimum and maximum age*</p> <ul style="list-style-type: none"> • Non-registered: 0–90 • TFSA: 18–90 • RSP/LIRA/RLSP/LRSP: 16–71 • RIF: 50–90 (issue ages less than 50 will be considered on an exception basis) • LIF/PRIF/LRIF/RLIF: 50–90 (or as required by pension legislation) <p>*Maximum ages are as of December 31 of the year the annuitant reaches the stated age.</p>	
Maximum deposit age	<p>December 31 of the year the annuitant turns age:</p> <ul style="list-style-type: none"> • 90 (Non-registered, TFSA, RIF, LIF, PRIF, RLIF) • 71 (RSP, LIRA, RLSP, LRSP) 	
Minimum deposit	<p>New contracts:</p> <ul style="list-style-type: none"> • \$500 or \$50 monthly pre-authorized debit (Non-registered, TFSA, RSP) • \$500 (LIRA, RLSP, LRSP) • \$10,000 (RIF, LIF, PRIF, LRIF, RLIF) <p>Subsequent deposits:</p> <ul style="list-style-type: none"> • \$50 per fund (all registrations) 	
Investment options	<ul style="list-style-type: none"> • Investors can choose over 30 segregated funds from six Canadian fund managers • Allocation options include: fixed income, balanced, domestic equities, foreign equities and portfolio funds • Multiple load types available (No Load (NL) option, No Load CB (NL-CB, NL-CB5) option); based on our administrative rules, NL-CB and NL-CB5 units may not be held within the same contract. • Deposits over age 80 are limited to NL option 	
Guarantees	<p>The costs of the guarantees are built into the fund MERs. There are no additional insurance fees charged to the client.</p> <p>Death benefit guarantee:</p> <ul style="list-style-type: none"> • The greater of the market value or 75% of deposits (reduced proportionately for all withdrawals). <p>Contract maturity guarantee:</p> <ul style="list-style-type: none"> • At contract maturity, which is age 105, the contract guarantees the greater of the market value or 75% of deposits made. • Any withdrawals will proportionately reduce the maturity guarantee. 	
Transfers and withdrawals	<ul style="list-style-type: none"> • Minimum withdrawal of \$500 (unscheduled) or \$100 (scheduled). • Two unscheduled withdrawals permitted per year, after which a \$25 fee will be charged for each unscheduled withdrawal. 	
Statements	<p>Statements are produced semi-annually. The policy owner can elect paper or electronic statements. Electronic statements and contract information can be viewed on Equitable's Client Access (client.equitable.ca) at any time.</p>	

Pivotal Select Estate Class 75/100

GROWTH AND ESTATE PRESERVATION

Pivotal Select Estate Class is a segregated fund product that offers investors a diverse investment selection with additional guarantees and features. This product is well suited for:

- Investors looking for additional protection for their investments
- Individuals seeking growth potential and flexibility
- Individuals looking for an efficient method of estate transfer
- Business owners looking for creditor protection

- 100% death benefit guarantee
- 75% maturity benefit guarantee every 15 years
- Multiple load types available
- Client initiated resets on the death benefit and maturity benefit guarantees once per year, up to the annuitant's 80th birthday*
- Over 30 segregated fund options
- Dollar cost averaging
- Competitive MERs and insurance fees
- Potential for creditor protection and avoiding probate by designating a beneficiary
- Eligible for Preferred Pricing Program

*A reset of the maturity benefit guarantee will set a new deposit maturity date 15 years after the reset date.

- Non-registered
- TFSA
- RSP – individual or spousal
- LIRA, RLSP, LRSP
- RIF – individual or spousal
- LIF, PRIF, LRIF, RLIF

Owner: Minimum age (no maximum age)

- Non-registered: 16
- TFSA: 18
- RSP/LIRA/RLSP/LRSP: 16
- RIF/LIF/PRIF/LRIF/RLIF: Not applicable

Annuitant: Minimum and maximum age*

- Non-registered: 0–80
- TFSA: 18–80
- RSP/LIRA/RLSP/LRSP: 16–71
- RIF: 50–80 (issue ages less than 50 will be considered on an exception basis)
- LIF/PRIF/LRIF/RLIF: 50–80 (or as required by pension legislation)

*Maximum ages are as of December 31 of the year the annuitant reaches the stated age.

December 31 of the year the annuitant turns age:

- 85* (Non-registered, TFSA, RIF, LIF, PRIF, RLIF)
- 71 (RSP, LIRA, RLSP, LRSP)

New contracts:

- \$500 or \$50 monthly pre-authorized debit (Non-registered, TFSA, RSP)
- \$500 (LIRA, RLSP, LRSP)
- \$10,000 (RIF, LIF, PRIF, LRIF, RLIF)

Subsequent deposits:

- \$50 per fund (all registrations)

- Investors can choose over 30 segregated funds from six Canadian fund managers
- Allocation options include: fixed income, balanced, domestic equities, foreign equities and portfolio funds
- Multiple load types available (NL option, NL-CB and NL-CB5 option); based on our administrative rules, NL-CB and NL-CB5 units may not be held within the same contract.
- Deposits over age 80 are limited to NL option

For added protection, Pivotal Select's Estate Class offers a separate Estate Class Guarantee Fee. This fee is charged at the end of each month. The fee is based on the market value of the fund. This fee is in addition to the MER.

Death benefit guarantee:

- The greater of the market value or 100% of deposits (reduced proportionately for all withdrawals).

Deposit maturity guarantee:

- Every 15 years the policy contract has a deposit maturity date. On that date, the contract guarantees the greater of the market value, or 75% of deposits made within the previous 15 years.
- Any withdrawals will proportionately reduce the maturity guarantee.

- Minimum withdrawal of \$500 (unscheduled) or \$100 (scheduled)
- Two unscheduled withdrawals permitted per year, after which a \$25 fee will be charged for each unscheduled withdrawal

Statements are produced semi-annually. The policy owner can elect paper or electronic statements. Electronic statements and contract information can be viewed on Equitable's Client Access (client.equitable.ca) at any time.

Pivotal Select Protection Class 100/100

GROWTH AND PRINCIPAL PROTECTION

Pivotal Select Protection Class is a segregated fund product that offers investors a diverse investment selection with our highest level of guarantees. This product is well suited for:

- Investors looking for full principal protection at maturity and death
- Individuals seeking growth potential and flexibility
- Individuals looking for an efficient method of estate transfer
- Business owners looking for creditor protection
- 100% death benefit guarantee
- 100% maturity benefit guarantee every 15 years*
- Multiple load types available
- Client initiated resets on the death benefit and maturity benefit guarantees once per year, up to the annuitant's 80th birthday**
- Over 30 segregated fund options
- Dollar cost averaging
- Competitive MERs and insurance fees
- Potential for creditor protection and avoiding probate by designating a beneficiary
- Eligible for Preferred Pricing Program

*Refer to "Guarantees" section for more details.

**A reset of the maturity benefit guarantee will set a new deposit maturity date 15 years after the reset date.

- Non-registered
- TFSA
- RSP – individual or spousal
- LIRA, RLSP, LRSP
- RIF – individual or spousal
- LIF, PRIF, LRIF, RLIF

Owner: Minimum age (no maximum age)

- Non-registered: 16
- TFSA: 18
- RSP/LIRA/RLSP/LRSP: 16
- RIF/LIF/PRIF/LRIF/RLIF: Not applicable

Annuitant: Minimum and maximum age*

- Non-registered: 0–80
- TFSA: 18–80
- RSP/LIRA/RLSP/LRSP: 16–71
- RIF: 50–80 (issue ages less than 50 will be considered on an exception basis)
- LIF/PRIF/LRIF/RLIF: 50–80 (or as required by pension legislation)

*Maximum ages are as of December 31 of the year the annuitant reaches the stated age.

December 31 of the year the annuitant turns age:

- 85* (Non-registered, TFSA, RIF, LIF, PRIF, RLIF)
- 71 (RSP, LIRA, RLSP, LRSP)

*Deposits over age 80 are limited to NL funds.

New contracts:

- \$500 or \$50 monthly pre-authorized debit (Non-registered, TFSA, RSP)
- \$500 (LIRA, RLSP, LRSP)
- \$10,000 (RIF, LIF, PRIF, LRIF, RLIF)

Subsequent deposits:

- \$50 per fund (all registrations)

- Investors can choose over 30 segregated funds from six Canadian fund managers
- Allocation options include: fixed income, balanced, domestic equities, foreign equities and portfolio funds
- Multiple load types available (NL option, NL option, NL-CB and NL-CB5 option); based on our administrative rules, NL-CB and NL-CB5 units may not be held within the same contract.
- Deposits over age 80 are limited to NL option

For added protection, Pivotal Select's Protection Class offers a separate Protection Class Guarantee Fee. This fee is charged at the end of each month. The fee is based on the market value of the fund. This fee is in addition to the MER.

Death benefit guarantee:

- The greater of the market value or 100% of deposits (reduced proportionately by any withdrawals).

Deposit maturity guarantee:

- Every 15 years the policy contract has a deposit maturity date. On that date, the contract guarantees the greater of the market value, or the applicable maturity guarantee.
- A 100% maturity guarantee applies to deposits made prior to the first policy anniversary.
- A 75% maturity guarantee applies to deposits made on or after the first policy anniversary. Any withdrawals will proportionately reduce the maturity guarantee.

- Minimum withdrawal of \$500 (unscheduled) or \$100 (scheduled)
- Two unscheduled withdrawals per year, after which a \$25 fee will be charged for each unscheduled withdrawal

Statements are produced semi-annually. The policy owner can elect paper or electronic statements. Electronic statements and contract information can be viewed on Equitable's Client Access (client.equitable.ca) at any time.

TOGETHER

Protecting Today – Preparing Tomorrow™

As a mutual we provide financial security differently by focusing only on our clients. We believe in the power of working together with you and independent advisor partners. Together we offer individual insurance, savings and retirement, and group benefits solutions. We help protect what matters today while preparing for tomorrow.

At Equitable Life, we are people with purpose. We are passionate to provide the right solutions and experiences for you through our partners. We have the knowledge, experience, and the financial strength to ensure we meet our commitments to you now and in the future.



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