

— SUN LIFE —
TACTICAL ETF
PORTFOLIOS

• FIND YOUR FIT •

SUN LIFE TACTICAL ETF PORTFOLIOS INVESTOR QUESTIONNAIRE

This questionnaire is designed to help you and your advisor define your investment profile and goals, and choose the most appropriate Sun Life Tactical ETF Portfolio based on your responses to the following series of questions.

Just three easy steps:

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

*This questionnaire is intended for information purposes only and should not be considered to be a full analysis of investment suitability nor should it be considered investment advice. The five ETF portfolios are classified based on the risk rating as defined in the Portfolio's prospectus. The Portfolio that most closely aligns with your risk profile based on your responses to the questions will be shown in the scoring section in Step Three. This questionnaire serves to provide a reference point for future meetings between you and your advisor to discuss how the selected Portfolio may align with your personal goals and circumstances.

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 most appropriate Sun Life Tactical ETF Portfolio for you.

STEP THREE

TOTAL

SELECTING A SUN LIFE TACTICAL ETF PORTFOLIO

Match your total score from the Investor Questionnaire to one of the portfolios below. **Your advisor can help you choose the most appropriate Portfolio based on your responses to the above series of questions.**

Low risk tolerance



SUN LIFE TACTICAL FIXED INCOME ETF PORTFOLIO

A score of less than 29 points

INVESTMENT OBJECTIVE: Seeks to generate income for investors with a focus on preserving capital by investing primarily in fixed-income ETFs and other fixed income mutual funds. *RISK RATING: Low*



SUN LIFE TACTICAL CONSERVATIVE ETF PORTFOLIO

A score of 30 to 50 points

INVESTMENT OBJECTIVE: Seeks to generate income with some capital appreciation by investing primarily in fixed-income and some equity ETFs and other mutual funds. *RISK RATING: Low*



SUN LIFE TACTICAL BALANCED ETF PORTFOLIO

A score of 51 to 60 points

INVESTMENT OBJECTIVE: Seeks capital appreciation and income by investing primarily in equity and fixed-income ETFs and other mutual funds. *RISK RATING: Low to medium*



SUN LIFE TACTICAL GROWTH ETF PORTFOLIO

A score of 61 to 70 points*

INVESTMENT OBJECTIVE: Seeks capital appreciation by investing primarily in equity ETFs and other equity mutual funds and some fixed income ETFs and other fixed income mutual funds. *RISK RATING: Low to medium*

Higher risk tolerance



SUN LIFE TACTICAL EQUITY ETF PORTFOLIO

A score of 61 to 70 points*

INVESTMENT OBJECTIVE: Seeks capital appreciation by investing primarily in equity ETFs and other equity mutual funds. *RISK RATING: Medium*

● Equity ● Fixed income

*If you scored 0- 29 on the questionnaire, the scoring matches your profile to the Sun Life Tactical Fixed Income ETF Portfolio. However, you may also want to ask your financial advisor about Sun Life Money Market Fund, as this fund is designed for investors who are conservative and income oriented, and have a shorter investment time horizon. Alternatively, if you scored 61 or more, the scoring matches your profile to the Sun Life Tactical Growth ETF Portfolio and the Sun Life Tactical Equity ETF Portfolio. Both of these funds are designed for investors who seek capital appreciation and have a longer investment time horizon. Ask your financial advisor which fund best suits your needs.

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www.sunlifeglobalinvestments.com/tacticalETF

Sun Life Tactical ETF Portfolios are mutual funds that invest in exchange traded funds and other mutual 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.

FOR INFORMATION PURPOSES ONLY. This questionnaire is intended for information purposes only and should not be considered to be a full analysis of investment suitability nor should it be considered investment advice. This questionnaire serves to provide a reference point for future meetings between you and your advisor to discuss how the selected Portfolio may align with your personal goals and circumstances and a full suitability determination should be undertaken at that time.



ILLUMINATING