

# PIVOTAL SELECT™ Guarantee Fees

Guarantees that protect your investment

One of the most attractive features of segregated funds is the guarantees that are embedded into the product. At Equitable® you can choose the level of protection that is right for you by selecting one of the following guarantee options within our Pivotal Select™ product:

Investment Class (75/75)	Estate Class (75/100)	Protection Class (100/100)
Base level guarantees	Enhanced guarantees	Highest level of guarantees
75% maturity guarantee (age 105) 75% death benefit guarantee Potential for creditor protection and avoiding probate	75% maturity guarantee (15 years) 100% death benefit guarantee Potential for creditor protection and avoiding probate Annual resets*	100% maturity guarantee (15 years)** 100% death benefit guarantee Potential for creditor protection and avoiding probate Annual resets*

\* Subject to administrative rules

\*\* 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.

## What is the cost?

When you invest in segregated funds you will be charged a Management Expense Ratio (MER), which is charged directly to the fund. The MER varies from fund to fund and covers the management fees, expenses, taxes and basic guarantee costs.

If you choose the Investment Class guarantee option you will not pay any additional guarantee fees. If you wish to enhance your guarantees by investing in the Estate Class or the Protection Class guarantee options, you will be charged a fee for the enhanced guarantees in addition to the MER.

## Keeping it simple

At Equitable, the guarantee fees for the Estate Class and Protection Class options are separate from the MER. By keeping these fees separate, you benefit in the following ways:



**Transparency:** As an investor you can clearly see the costs associated with your guarantees.



**Flexibility:** Choose the guarantees that are most important to you, and only pay for the protection you want.



**Efficiency:** Guarantee fees charged outside of the MER are not subject to GST/HST, saving you money.

If you are invested in the Estate Class or Protection Class funds you will see the additional guarantee fee deducted from your fund value in the transaction history section of your statement. The guarantee fees will not reduce your maturity benefit or death benefit guarantees. Guarantee fees are processed on the last day of the month by surrendering units of your fund, and are calculated as follows:

**Market value of fund x annual guarantee fee ÷ 12.**

### Guarantee fee example:

Assuming an annual guarantee fee of 0.50% and a \$10,000 fund value, the monthly guarantee fee would be  $\$10,000 \times 0.50\% \div 12 = \$4.17$

**Your advisor can explain the fund costs and how you can benefit from incorporating Pivotal Select segregated funds into your financial plan.**

Note: Important information about Equitable's segregated funds and guarantee classes is found in the Contract and Information Folder, available from your advisor. Please refer to the Contract and Information Folder for full details on how the product features work.

# PIVOTAL SELECT™ Segregated Funds:

## MERs and Guarantee Fees

Fund Names	MER <sup>1</sup>	Guarantee Fees <sup>2</sup>		
		Investment Class (75/75)	Estate Class (75/100)	Protection Class (100/100)
<b>Fixed Income</b>				
Equitable Life Active Canadian Bond Fund Select	2.12%	0.00%	0.20%	0.40%
Equitable Life Invesco Global Bond Fund Select	2.46%	0.00%	0.25%	0.50%
Equitable Life Mackenzie Unconstrained Fixed Income Fund Select	2.71%	0.00%	0.25%	0.50%
Equitable Life Money Market Fund Select	1.35%	0.00%	0.15%	0.20%
<b>Balanced</b>				
Equitable Life Bissett Monthly Income and Growth Fund Select	2.68%	0.00%	0.25%	0.55%
Equitable Life Dynamic U.S. Monthly Income Fund Select	3.04%	0.00%	0.30%	0.70%
Equitable Life Dynamic Value Balanced Fund Select	2.93%	0.00%	0.30%	0.60%
Equitable Life Invesco Global Balanced Fund Select	2.91%	0.00%	0.30%	0.60%
Equitable Life Mackenzie Canadian Growth Balanced Fund Select	2.82%	0.00%	0.25%	0.55%
Equitable Life Mackenzie Global Strategic Income Fund Select	2.80%	0.00%	0.30%	0.60%
Equitable Life Mackenzie Income Fund Select	2.90%	0.00%	0.20%	0.50%
Equitable Life Mackenzie Ivy Canadian Balanced Fund Select	2.83%	0.00%	0.30%	0.60%
Equitable Life Mackenzie Ivy Global Balanced Fund Select	2.83%	0.00%	0.30%	0.65%
<b>Domestic Equities</b>				
Equitable Life Bissett Canadian Equity Fund Select	2.81%	0.00%	0.30%	0.90%
Equitable Life Bissett Dividend Income Fund Select	2.68%	0.00%	0.25%	0.80%
Equitable Life Canadian Stock Fund Select	2.68%	0.00%	0.30%	0.90%
Equitable Life Dynamic Equity Income Fund Select	2.77%	0.00%	0.30%	0.90%
Equitable Life Fidelity Special Situations Fund Select	3.08%	0.00%	0.50%	1.00%
Equitable Life Low Volatility Canadian Equity Fund Select	2.65%	0.00%	0.30%	0.90%
<b>Foreign Equities</b>				
Equitable Life Dynamic American Fund Select	3.12%	0.00%	0.40%	1.00%
Equitable Life Dynamic Global Discovery Fund Select	3.30%	0.00%	0.40%	0.80%
Equitable Life Invesco Europlus Fund Select	3.12%	0.00%	0.50%	0.85%
Equitable Life Invesco Global Companies Fund Select	3.09%	0.00%	0.45%	0.90%
Equitable Life Invesco International Companies Fund Select	2.86%	0.00%	0.40%	1.00%
<b>Portfolio Funds</b>				
Equitable Life Active Balanced Growth Portfolio Select	2.55%	0.00%	0.30%	0.65%
Equitable Life Active Balanced Income Portfolio Select	2.47%	0.00%	0.25%	0.55%
Equitable Life Active Balanced Portfolio Select	2.50%	0.00%	0.30%	0.55%
Equitable Life Fidelity Tactical Asset Allocation Balanced Portfolio Select	3.05%	0.00%	0.30%	0.60%
Equitable Life Fidelity Tactical Asset Allocation Growth Portfolio Select	3.18%	0.00%	0.40%	0.75%
Equitable Life Fidelity Tactical Asset Allocation Income Portfolio Select	2.99%	0.00%	0.30%	0.60%
Equitable Life Quotential Balanced Growth Portfolio Select	2.90%	0.00%	0.30%	0.60%
Equitable Life Quotential Balanced Income Portfolio Select	2.83%	0.00%	0.25%	0.60%
Equitable Life Quotential Diversified Equity Portfolio Select	3.12%	0.00%	0.40%	0.80%
Equitable Life Quotential Diversified Income Portfolio Select	2.82%	0.00%	0.25%	0.55%
Equitable Life Quotential Growth Portfolio Select	2.96%	0.00%	0.30%	0.70%

<sup>1</sup> Management Expense Ratios (MERs) are based on figures as of December 31, 2021 and are unaudited. MERs may vary at any time. The MER is the combination of the management fee, insurance fee, operating expenses, HST, and any other applicable sales tax for the fund and for the underlying fund. For clients with larger contract values, a management fee reduction may be available through the Preferred Pricing Program. For details, please see section 4.7 of the Pivotal Select Contract and Information Folder.

<sup>2</sup> Estate Class and Protection Class offerings are subject to guarantee fees in addition to MERs. The guarantee fees applicable to each fund are calculated and charged to the contract at each month-end. This information is provided for information purposes only. Values and ratios are not guaranteed. Any amount allocated to a segregated fund is invested at the risk of the investor. In the event of an error herein, the investor will not be entitled to specific performance under the contract. The contract contains important information about Equitable's segregated funds and its terms prevail in the event of an inconsistency with this document.

\* or ™ denotes a trademark of The Equitable Life Insurance Company of Canada.