

Sun Life Excel India Fund

Series A

Additional series available

\$36.1958 CAD

Net asset value per security (NAVPS) as of October 11, 2019

 **\$0.0756 | 0.21%**

Mutual fund categories are maintained by the Canadian Investment Funds Standards Committee (CIFSC).

Benchmark
MSCI India C\$ Index

Morningstar™ Rating
-

Fund category
Geographic Equity

Funds in category
-

Note: On June 18, 2018, the Excel India Fund changed its name to the Sun Life Excel India Fund.

Investment objective

The investment objective of Sun Life Excel India Fund is to seek long-term superior growth of capital. The Fund will invest its assets primarily in equity securities of companies located in India through a "fund-of-fund" arrangement with India Excel (Mauritius) Fund.

This Fund may be suitable for investors who:

- want exposure to equity and debt securities of companies located in India;
- are willing to accept short-term volatility for potentially higher long-term returns;
- are seeking a growth component within a diversified portfolio; and
- can tolerate a higher level of investment risk.

Fund essentials

Inception date April 14, 1998

Min initial inv \$ 250

Min additional inv \$ 50

MER % unaudited as at March 31, 2019 2.51

Management fee % 2.05

Distributions

A distribution may be applicable for this fund. Refer to Simplified Prospectus for more detail.

Management company

Sun Life Global Investments (Canada) Inc.

Sub-advisor to the India Sub-Fund

Birla Sun Life AMC Limited, Mumbai, India

Class	Load structure	Currency	Fund Code
A	ISC	CAD	SUNL100
A	DSC	CAD	SUNL200
A	LSC	CAD	SUNL300
A	ISC	USD	SUNL810
A	DSC	USD	SUNL820
A	LSC	USD	SUNL830

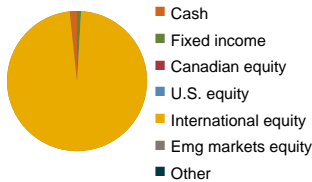
Risk profile



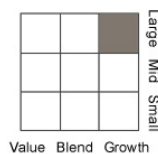
Refer to the Simplified Prospectus for greater detail.

PORTFOLIO ANALYSIS (as of June 30, 2019)

Composition



Equity style



Market cap

Market cap	%
Giant	63.3
Large	13.8
Medium	22.8
Small	0.1
Micro	0.0

Geographic composition

Geographic	%
India	100.0
Others	0.0

Global equity sectors*

as of June 30, 2019
of equity allocation

Sector	%
Utilities	2.4
Energy	9.9
Financials	39.9
Materials	4.6
Consumer discretionary	7.9
Consumer staples	8.3
Telecommunication services	2.3
Industrials	7.7
Health care	3.9
Information technology	11.6
Real Estate	1.4

Top ten holdings

Top ten holdings	%
as of June 30, 2019	
ICICI Bank Ltd	8.0
HDFC Bank Ltd	8.0
Reliance Industries Ltd	6.9
Housing Development Finance Corp Ltd	6.8
Infosys Ltd	5.9
Axis Bank Ltd	4.6
IndusInd Bank Ltd	3.7
Larsen & Toubro Ltd	3.3
Bajaj Finance Ltd	2.5
Maruti Suzuki India Ltd	2.4
Total number of portfolio holdings	52

PERFORMANCE ANALYSIS (as of September 30, 2019)

Calendar year	YTD	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Total assets \$M	176.5	194.2	227.8	171.5	195.5	178.1	137.2	188.4	198.5	345.2	286.3
Fund return %	-0.8	-5.6	35.5	-0.9	14.6	52.6	-1.8	15.5	-33.5	15.9	57.0
Category return %	-	-	-	-	-	-	-	-	-	-	-
Distribution \$/security	0.00	2.68	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Quartile (within category)	-	-	-	-	-	-	-	-	-	-	-

Trailing	1 mth	3 mth	6 mth	1 yr	2 yr	3 yr	5 yr	10 yr	Since inception
Fund return %	4.5	-1.8	-4.4	7.6	2.3	6.2	9.7	7.5	10.7
Category return %	-	-	-	-	-	-	-	-	-
Morningstar™ rating	-	-	-	-	-	-	-	-	-
Quartile (within category)	-	-	-	-	-	-	-	-	-
# of funds in category	-	-	-	-	-	-	-	-	-

*For the period April 14 to December 31.

3-YEAR RISK MEASURES (as of September 30, 2019)

Annualized returns are used to calculate the risk metrics below.

Standard deviation (fund)	18.19	Sharpe ratio	0.36	Alpha	-
Standard deviation (category)	-	R²	-	Beta	-

Standard deviation is a measure of volatility; it shows how broadly returns have varied over a given time period. Generally, a high standard deviation implies greater volatility.

Sharpe ratio combines a risk measurement and a return measurement into a single number to determine a fund's risk-adjusted return. A higher value is better.

R²: reflects the percentage of a portfolio's movements that can be explained by movements in its benchmark. It is measured on a scale of 0-100.

Alpha measures the difference between a fund's return and its benchmark, taking into account volatility (beta). An alpha of 1 means a fund outperformed its benchmark by 1%; -1 means the fund underperformed by 1%.

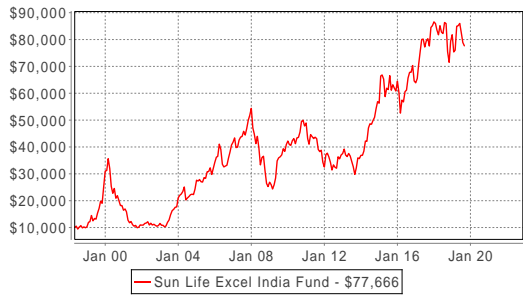
Beta measures the movement of a fund in relation to its benchmark. A beta over 1 means price moves are greater (up or down) than the benchmark's; below 1 means less extreme price moves; 1 means it moves in step with its benchmark.

Management team

Birla Sun Life AMC Limited:

- Atul Penkar, Portfolio Manager

CURRENT VALUE OF A \$10,000 INVESTMENT



Initial investment amount:

\$10000

Time frame:

Start May 1998

End Sep 2019

The calculator generates an approximate rate of return using performance information as at the first business day of each month in your chosen time frame. Returns for funds less than 1 year old cannot be displayed. The default settings invest \$10,000 on the inception date of the fund, with an end date of January in the current year. For informational purposes, the initial investment amount and time frame can be adjusted according to your preference.

INVESTMENT MANAGEMENT APPROACH

Birla Sun Life AMC Limited

Birla Sun Life Asset Management Company Limited, is one of the leading fund managers in India and currently oversees approximately US\$34 billion in assets under management as of September 30, 2017.

NOTES AND DISCLAIMERS

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments. Please read the prospectus before investing. For periods greater than one year, the indicated rates of return are the average annual compounded total returns as of the date indicated including changes in unit value and reinvestment of all distributions and do not take into account sales, redemption, distribution or optional charges or income taxes payable by any security holder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

Compound growth calculations are used only for the purpose of illustrating the effects of compound growth and are not intended to reflect the future value of any mutual fund or returns on investment in any mutual fund.

Ratings and/or ranking information is subject to change monthly.

Morningstar is an independent organization that groups funds with generally similar investment objectives for comparison purposes and ranks them on a historical basis.

Morningstar star ratings are an objective, quantitative measure of a fund's historical risk-adjusted performance relative to other funds in its category, and are calculated from a fund's 3, 5, and 10-year returns measured against 91-day Treasury bill and peer group returns. The top 10% of the funds in a category earn five stars; the next 22.5% four stars; the following 35% three stars; the next 22.5% two stars, and the bottom 10% one star. The Overall Rating is a weighted combination of the 3, 5, and 10-year ratings. Only funds with at least a three-year track record are considered, and ratings are calculated only for categories with at least 20 funds.

Morningstar quartile rankings show how well a fund has performed compared to all other funds in its peer group. Each fund within a peer group is ranked based on its performance, and these rankings are broken into quarters or quartiles. Within a group, the top 25% (or quarter) of the funds are in the first quartile, the next 25% are in the second quartile, the next group in the third quartile, and the bottom 25% of funds with the poorest relative performance are in the fourth quartile. The point in which half the funds had better performance and half had worse performance is the median. If 100 funds are being compared, there would be four quartiles of twenty-five funds each. The median would be the fiftieth fund.

For more details on the calculation of Morningstar star ratings or quartile rankings, please see www.morningstar.ca.

The Morningstar Style Box™ reveals a fund's investment strategy. For equity funds the vertical axis shows the market capitalization of the stocks owned and the horizontal axis shows investment style (value, blend or growth). For fixed-income funds the vertical axis shows the average credit quality of the bonds owned, and the horizontal axis shows interest rate sensitivity as measured by a bond's duration (short, intermediate or long).

Morningstar Market Capitalization Breakdown Stocks are first divided into seven style zones based on their country of domicile: United States, Latin America, Canada, Europe, Japan, Asia ex-Japan, and Australia/New Zealand. Capitalization assignments are determined as follows: 1) For all stocks in a style zone, the market cap of each stock is converted into a common currency. The stocks in each style zone are ordered in descending order by size, and a cumulative capitalization as a percentage of total sample capitalization is calculated as each stock is added to the list. 2) The stock that causes cumulative capitalization to equal or exceed 40% of the style zone's total cap is the final one assigned to the giant-cap group. 3) The largest of the remaining stocks are assigned to the large-cap group until cumulative capitalization equals or exceeds 70% of the total capitalization of the style zone. 4) The largest of the remaining stocks are assigned to the mid-cap group until cumulative capitalization equals or exceeds 90% of the total capitalization of the style zone. 5) The largest of the remaining stocks are assigned to the small-cap group until cumulative capitalization equals or exceeds 97% of the total capitalization of the style zone. 6) The remaining stocks are assigned to the micro-cap group. The Market Capitalization Breakdown at a fund level is a breakdown of the capitalization assignments of the fund's equity holdings.

Morningstar category averages are equal-weighted category returns. The calculation is simply the average of the returns for all the funds in a given category. The standard category average calculation is based on constituents of the category at the end of the period.

Categories are assigned by Canadian Investment Funds Standards Committee (CIFSC) based on an evaluation of a fund's holdings. A fund's category may change at any time. Funds within the same category may differ in terms of investment philosophy, investment process, as well as overall composition.

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