

# SUN LIFE **GRANITE MANAGED PORTFOLIOS**

INVESTOR QUESTIONNAIRE

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# Find your fit

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

## Just three easy steps:

01

### Complete the questionnaire

Together, you and your advisor can carefully complete the questionnaire.

02

### Total your score

Add up the score for each of your responses.

03

### Select your portfolio

Select the appropriate Sun Life Granite Managed Portfolio that aligns most closely 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 Granite 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:

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### Type of business:

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

Please provide an estimate of your current net worth:

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

### 1. Your knowledge of investments is:

SCORE

- 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]

**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 want to ask your advisor about 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? Please consider your regular expenses and your ability to repay outstanding loans as well as saving for emergencies and retirement.** **SCORE**

- 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.

**Your advisor can help you choose the most appropriate Portfolio based on your responses to the above series of questions.**

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, and have a shorter investment time horizon.



## FUND CODES

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

	Series A			Series T5			Series T8			Series			
	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	F	F5	F8	O
<b>MUTUAL FUND TRUSTS</b>													
<i>Sun Life Granite Managed Portfolios</i>													
Sun Life Granite Conservative Portfolio	144	244	344	145	245	345	-	-	-	444	F5444	-	0144
Sun Life Granite Moderate Portfolio	146	246	346	147	247	347	-	-	-	446	F5446	-	0146
Sun Life Granite Balanced Portfolio	148	248	348	149	249	349	-	-	-	448	F5448	-	0148
Sun Life Granite Balanced Growth Portfolio	150	250	350	151	251	351	152	252	352	450	F5450	F8450	0150
Sun Life Granite Growth Portfolio	153	253	353	154	254	354	155	255	355	453	F5453	F8453	0153
<b>Distributions</b>	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	-	0175
Sun Life Granite Enhanced Income Portfolio	176	276	376	-	-	-	-	-	-	476	-	-	0176
<b>Distributions</b>	M	M	M	M	M	M	-	-	-	M	M	-	M
	Series A			Series AT5			Series AT8			Series			
	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	ISC	DSC <sup>1</sup>	LSC <sup>1</sup>	F	FT5	FT8	
<b>CORPORATE CLASS<sup>2</sup></b>													
Sun Life Granite Conservative Class	5144	5244	5344	5145	5245	5345	-	-	-	5444	55444	-	
Sun Life Granite Moderate Class	5146	5246	5346	5147	5247	5347	-	-	-	5446	55446	-	
Sun Life Granite Balanced Class	5148	5248	5348	5149	5249	5349	-	-	-	5448	55448	-	
Sun Life Granite Balanced Growth Class	5150	5250	5350	5151	5251	5351	5152	5252	5352	5450	55450	85450	
Sun Life Granite Growth Class	5153	5253	5353	5154	5254	5354	5155	5255	5355	5453	55453	85453	
<b>Distributions<sup>3</sup></b>	A	A	A	M	M	M	M	M	M	A	M	M	

<sup>1</sup>Effective November 27, 2021, not available for purchase, switches only.

<sup>2</sup>The Sun Life Global Investments corporate class mutual funds each represent a separate class of shares of Sun Life Global Investments Corporate Class Inc., a mutual fund corporation.

<sup>3</sup>Sun Life Granite Managed Income Portfolios intend to make monthly distributions at a fixed rate. An investor's actual annual distribution rate is dependent on the net asset value of the units at the time they are acquired, and on the rate of distribution at such time. Distributions should not be confused with "yield" or "income", and are not intended to reflect a fund's investment performance or rate of return. Distributions may be comprised of income, capital gains or return of capital. The distribution rate on units held by an investor may be greater than the return on the fund's investments. If the cash distributions paid to an investor are greater than the net increase in the value of the investment, the distribution will erode the value of the original investment. Distributions are automatically reinvested in additional units of the applicable fund unless the investor instructs us to distribute cash.

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.

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