

Sun GIF Solutions¹ – No-load sales charge option

We're providing more ways to invest, and more solutions designed to support Advisors and their business.

To align with evolving industry terminology, we have renamed our Advisor Chargeback Option to No-load sales charge option. This updated terminology will make it easier to have consistent conversations with your clients across the industry.

Under our No-load sales charge option, we recently added the No-load 3-year term. This addition along with the No-load 2-year term gives the flexibility to customize for shorter- or longer-term planning.

¹Excludes Sun GIF Solutions Estate Heritage Series



What is the No-load sales charge option?

Under the No-load sales charge option, clients do not pay a sales charge when they make a premium payment. They do not pay redemption fees when they make a withdrawal. When a client makes a premium payment, the insurer pay a sales commission to the distributor who will pay the insurance advisor. If a client makes a withdrawal within a certain period² from the purchase date, the distributor and insurance advisor may have to return all or part of their sales commission.

The No-load sales charge option offers 2 terms to choose from:

No-load 2-year term (formerly known as advisor chargeback option):

- pays upfront sales commission of 3%³
- does not lock clients into a schedule, allowing them to access their funds at any time without incurring sales charges.⁴
- 2-year chargeback schedule; should the client request to withdraw units in the 2 years after purchase, all or a portion of the sales commission is repaid to Sun Life by the advisor.

No-load 3-year term (new):

- pays upfront sales commission of 4%⁵
- does not lock clients into a schedule, allowing them to access their funds at any time without incurring sales charges.⁴
- 3-year chargeback schedule; should the client request to withdraw units in the 3 years after purchase, all or a portion of the sales commission is repaid to Sun Life by the advisor.

When will the No-load sales charge option updates take effect?

May 4, 2026

Commission and chargeback details for No-load 2-year term

Fund Type	Upfront Sales Commission	Trailer Commission		2-year Chargeback Schedule
		Years 1 and 2	After year 2	
Sun Daily Interest & Sun Money Market	0% commission is paid upon fund switching to other funds.	0%	0.2%	3% in year 1 (i.e. 100% of the upfront sales commission originally paid)
Fixed income funds	3%	0%	0.5%	2% in months 13-18 (i.e. 2/3rds of upfront sales commission originally paid)
All other funds ⁶	3%	0%	1.0%	1% in months 19-24 (i.e. 1/3rd of upfront sales commission originally paid)

²For the No-load 2-year term option, if the client withdraws within the first two years, a prorated chargeback applies based on a two-year schedule. For the No-load 3-year term option, if the client withdraws within the first three years, a prorated chargeback applies based on a three-year schedule.

³No trailer is paid in the first 2 years. If the client withdraws within the first two years, a prorated chargeback applies based on a two-year schedule. After two years, the chargeback no longer applies, and a trailing commission begins. No sales commission is paid for deposits into Daily Interest & Money Market funds. Commission is paid when switched to long-term funds.

⁴Withdrawals impact guarantees.

⁵No trailer is paid in the first 3 years. If the client withdraws within the first three years, a prorated chargeback applies based on a three-year schedule. After three years, the chargeback no longer applies, and a trailing commission begins. No sales commission is paid for deposits into Daily Interest & Money Market funds. Commission is paid when switched to long-term funds.

⁶Includes Sun DCA Daily Interest.



Sample calculations for commission chargeback No-load 2-year term

Formula to calculate the chargeback (CB) amount: $(\# \text{ of units withdrawn} - 10\% \text{ (or } 20\%)^7 \text{ free units}) \times \text{original purchase price (NAV)} \times \text{CB rate} = \text{CB amount}$.

Example 1: Purchases and withdrawals No-load 2-year term

Day	Transaction	Amount	Unit Value	Units Transacted	Commission Paid	CB Rate	CB Amount
January 1, 2026	Purchase	\$10,000	\$10.00	1000	\$300	N/A	N/A
October 1, 2026	Withdrawal #1	\$5,500	\$11.00	500	N/A	3%	\$120
February 1, 2027	Withdrawal #2	\$2875	\$11.50	250	N/A	2%	\$40

	# of Units Withdrawn	-	10% Free Units	x	Original Purchase Price (NAV)	x	CB Rate	=	CB Amount
Withdrawal #1	500	-	100	x	\$10.00	x	3%	=	\$120
Withdrawal #2	250	-	50	x	\$10.00	x	2%	=	\$40

⁷Withdrawals from No-load funds within the 10% threshold (20% for RRIF tax types) will not trigger the chargeback of commission.

Example 2: Multiple purchases and withdrawals

Chargebacks for withdrawals that include units from different purchases are calculated independently. In this example, withdrawal #2 combines units from 2 purchases that have different chargeback rates and original unit values:

Day	Transaction	Amount	Unit Value	Units Transacted	Commission Paid	CB Rate	CB Amount
January 1, 2026	Purchase #1	\$10,000	\$10.00	1,000	\$300	N/A	N/A
June 1, 2026	Purchase #2	\$5,000	\$11.00	454.55	\$120	N/A	N/A
October 1, 2026	Withdrawal #1	\$5,500	\$11.50	478.26	N/A	3%	\$99.84
February 1, 2027	Withdrawal #2	\$7,500	\$12.00	625.00	N/A	Blend	\$118.90

Withdrawal #2 utilizes all remaining units from purchase #1 (521.74) and 103.26 units from purchase #2. Units from purchase #1 have a 2% chargeback rate; units from purchase #2 have a 3% chargeback rate.

	# of Units Withdrawn	-	10% Free Units	x	Original Purchase Price (NAV)	x	CB Rate	=	CB Amount
Withdrawal #1	478.26	-	145.46	x	\$10.00	x	3%	=	\$99.84
Withdrawal #2									
Units from Purchase #1	521.74	-	97.63	x	\$10.00	x	2%	=	\$84.82
Units from Purchase #2	103.26	-	0	x	\$11.00	x	3%	=	\$34.08

Purchase #1 and purchase #2 acquired 1,454.55 total units.
145.46 is 10% of those units

The number of units in the contract on January 1, 2027 is 976.29.
97.53 is 10% of those units



Commission and chargeback details for No-load 3-year term

Fund Type	Upfront Sales Commission	Trailer Commission		3-year Chargeback Schedule
		Years 1 to 3	After year 3	
Sun Daily Interest & Sun Money Market	0% commission is paid upon fund switching to other funds.	0%	0.2%	4% in year 1 (i.e. 100% of the upfront sales commission originally paid)
Fixed income funds	4%	0%	0.5%	2.66% in months 13-24 (i.e. 2/3rds of upfront sales commission originally paid)
All other funds ⁶	4%	0%	1.0%	1.33% in months 24-36 (i.e. 1/3rd of upfront sales commission originally paid)

Sample calculations for commission chargeback No-load 3-year term

Formula to calculate the chargeback (CB) amount: (# of units withdrawn – 10% (or 20%)⁷ free units) x original purchase price (NAV) x CB rate = CB amount

Example 1: Purchases and withdrawals No-load 3-year term

Day	Transaction	Amount	Unit Value	Units Transacted	Commission Paid	CB Rate	CB Amount
January 1, 2027	Purchase	\$10,000	\$10.00	1000	\$400	N/A	N/A
October 1, 2027	Withdrawal #1	\$5,500	\$11.00	500	N/A	4%	\$160
February 1, 2028	Withdrawal #2	\$2875	\$11.50	250	N/A	2.66%	\$53.20

	# of Units Withdrawn	-	10% Free Units	x	Original Purchase Price (NAV)	x	CB Rate	=	CB Amount
Withdrawal #1	500	-	100	x	\$10.00	x	4%	=	\$160
Withdrawal #2	250	-	50	x	\$10.00	x	2.66%	=	\$53.20

⁶Includes Sun DCA Daily Interest.

⁷Withdrawals from No-load funds within the 10% threshold (20% for RRIF tax types) will not trigger the chargeback of commission.

Example 2: Multiple purchases and withdrawals

Chargebacks for withdrawals that include units from different purchases are calculated independently. In this example, withdrawal #2 combines units from 2 purchases that have different chargeback rates and original unit values:

Day	Transaction	Amount	Unit Value	Units Transacted	Commission Paid	CB Rate	CB Amount
January 1, 2026	Purchase #1	\$10,000	\$10.00	1,000	\$300	N/A	N/A
June 1, 2026	Purchase #2	\$5,000	\$11.00	454.55	\$120	N/A	N/A
October 1, 2026	Withdrawal #1	\$5,500	\$11.50	478.26	N/A	4%	\$133.12
February 1, 2027	Withdrawal #2	\$7,500	\$12.00	625.00	N/A	Blend	\$158.24

Withdrawal #2 utilizes all remaining units from purchase #1 (521.74) and 103.26 units from purchase #2. Units from purchase #1 have a 2.66% chargeback rate; units from purchase #2 have a 4% chargeback rate.

	# of Units Withdrawn	-	10% Free Units	x	Original Purchase Price (NAV)	x	CB Rate	=	CB Amount
Withdrawal #1	478.26	-	145.46	x	\$10.00	x	4%	=	\$133.12
Withdrawal #2									
Units from Purchase #1	521.74	-	97.63	x	\$10.00	x	2.66%	=	\$112.81
Units from Purchase #2	103.26	-	0	x	\$11.00	x	4%	=	\$45.43

Purchase #1 and purchase #2 acquired 1,454.55 total units.
145.46 is 10% of those units

The number of units in the contract on January 1, 2027 is 976.29.
97.53 is 10% of those units

For more information about the No-load sales charge option, please refer to the Sun GIF Solutions information folder contract and fund facts.

Sun Life Assurance Company of Canada is the issuer of accumulation annuities (insurance GICs), payout annuities and individual variable annuity contracts (segregated fund contracts). Any amount that is allocated to a segregated fund is invested at the risk of the contract owner and may increase or decrease in value. Sun Life Financial Trust Inc. is the issuer of guaranteed investment certificates.

Sun Life Global Investments is a trade name of SLGI Asset Management Inc., Sun Life Assurance Company of Canada and Sun Life Financial Trust Inc. all of which are members of the Sun Life group of companies.

© 2026 SLGI Asset Management Inc., Sun Life Assurance Company of Canada, and their licensors. All rights reserved.