

**Co-operators Fidelity True North® Fund**
**March 31, 2019**
**Quick facts**

Date fund created:	October 1, 2003	Portfolio turnover rate at June 30, 2018:	21.46%
Date fund available:	December 22, 2014	Minimum investment:	\$50 PAD or \$250 lump sum
Total fund value:	\$72,120,000	Portfolio manager:	Fidelity Investments Canada ULC
Total units outstanding:	412,008		

Guarantee level	Sales charge option	Management Expense Ratio (MER)	Net asset value per unit	Units outstanding
<b>75% maturity/75% death benefit</b>	Back end load	3.54%	\$117.28	2,808
	No load	3.54%	\$116.70	5,240
<b>75% maturity/100% death benefit</b>	Back end load	3.82%	\$115.94	7,229
	No load	3.82%	\$115.38	8,235
<b>100% maturity/100% death benefit</b>	Back end load	4.65%	\$112.04	6,036
	No load	4.65%	\$111.49	4,938

**What does the fund invest in?**

This fund invests in Canadian equity securities of small, medium and large sized companies. May invest up to 30% outside Canada.

**Top 10 holdings**

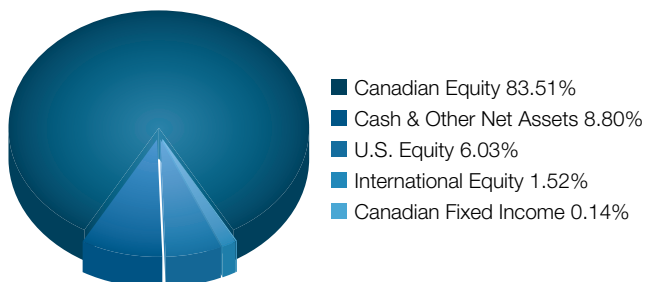
Fidelity Canadian Money Market Investment Trust	8.65%
Toronto-Dominion Bank	6.03%
Alimentation Couche-Tard Inc.	4.56%
Canadian National Railway Company	4.53%
Royal Bank of Canada	4.22%
Suncor Energy Inc.	3.72%
Metro Inc.	3.69%
Enbridge Inc.	3.53%
CGI Group Inc.	3.32%
Loblaw Companies Ltd.	3.01%

The top 10 investments make up 45.26% of the fund.

Total number of investments: 106

**Investment segmentation**

At March 31, 2019


**How has the fund performed?**

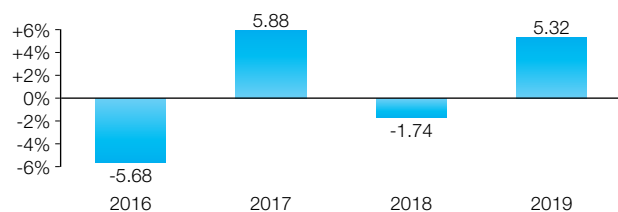
This section tells you how the fund has performed over the past 4 year(s) for a policyholder who chose the 100% maturity/100% death benefit no-load guarantee option. Returns are after the MER has been deducted. The returns for the fund in each of the 75/75, 75/100, and 100/100 options available will vary due to differences in the MER based on the guarantee level and sales charge option selected. It is important to note that this does not tell you how the fund will perform in the future. Also, your actual return will depend on the guarantee level and sales charge option as well as your personal tax situation.

**Average Return**

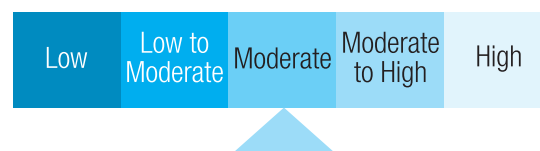
A person who invested \$1,000 in the fund and chose the 100/100 no-load option 4 year(s) ago now has \$1,033.50. This works out to an average of 0.83% per year.

**Year-by-year Returns**

This chart shows how the fund has performed in each of the past 4 year(s) for a policyholder who chose the 100/100 no-load option. In the last 4 year(s) the fund was up in value 2 year(s) and down in value 2 year(s) of the 4.


**How risky is it?**

The value of your investments can go down. Please see the Information Folder for further details.



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## Are there any guarantees?

This segregated fund is being offered under an insurance contract. It comes with guarantees that may protect a policyholder's investment if the markets go down. The Management Expense Ratio (MER) includes the insurance cost for the guarantee. For details please refer to Guarantees on Policies Invested in Segregated Funds in the Information Folder and Policy.

## Who is this fund for?

For investors seeking growth provided by capital appreciation of Canadian equities and with a long-term investment horizon. Investors should be comfortable with moderate ups and downs of the market.

## How much does it cost?

The following table shows the fees and expenses you could pay to buy, own and sell units of the fund.

### 1. Sales charges

#### Sales charge option

#### What you pay

#### How it works

Back end load	If you sell units within:		When you make a deposit, Co-operators pays your financial advisor a commission of 3%.
	Less than 2 years	5%	The Deferred Sales Charge is a set rate. It is deducted from the amount that you sell.
	2, but less than 3	4%	For all savings plans, you can sell up to 10% of the sum of the value of your previous years' last valuation day and the contributions made to-date in the current calendar year without paying a Deferred Sales Charge.
	3, but less than 4	3%	
	4, but less than 5	2%	For all income plans, you can sell up to 20% of the sum of the value of your previous years' last valuation day and the contributions made to-date in the current calendar year without paying a Deferred Sales Charge.
	5, but less than 6	1%	
	After 6 years	0%	You can switch to units of other funds within the same guarantee option without paying a Deferred Sales Charge.
			The sales charge schedule will be based on the day you invest in your first fund.
No load	There is no Deferred Sales Charge		When you make a deposit, Co-operators does not pay your financial advisor a commission.

### 2. Ongoing fund expense

The Management Expense Ratio (MER) includes the management fee and operating expenses of the fund. The MER includes the insurance cost for the guarantee. You do not pay these expenses directly. They affect you because they reduce the return you get on your investment. For details about how the guarantee works, see your Policy and Information Folder. For details on the MER, please refer to section 23.7, "Management Expense Ratio (MER)", of the Information Folder.

Guarantee level	Sales charge option	MER (annual rate as a % of the fund value)
75% maturity/75% death benefit	Back end load	3.54%
	No load	3.54%
75% maturity/100% death benefit	Back end load	3.82%
	No load	3.82%
100% maturity/100% death benefit	Back end load	4.65%
	No load	4.65%

#### Trailing commission

Co-operators Life Insurance Company pays your financial advisor a trailing commission for as long as you own segregated funds. It is for the services and advice your financial advisor provides you. The trailing commission is paid out of the management fee. The rate depends on the sales charge option you choose:

Back-end load	0.40%
No-load	0.70%

### 3. Other fees

You may pay other fees when you sell or transfer units of the fund.

Withdrawal service fee	\$35 after the third withdrawal each calendar year
Short-term trading fee	2% of the value of units you redeem or switch within 90 days of investing in the fund

### What if I change my mind?

You can change your mind within two business days of the earlier of the date you received confirmation or five business days after it is mailed. You have to tell us in writing (email, fax, or letter) that you want to cancel. The amount returned will be the lesser of the amount you invested or the value of the fund if it has gone down. The amount returned only applies to the specific transaction.

You can also change your mind about subsequent transactions you make under the policy within two business days from the date you received confirmation. In this case, the right to cancel only applies to the new transaction.

### For more information

The summary may not contain all the information you need. Please read the Policy and Information Folder.

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