



# Addition of a new investment fund and changes to investment products and services



Investment

June 2018

SSQ Insurance will be making a number of modifications and improvements to its investment products and services. These changes are designed to maintain a competitive fund platform while offering attractive options to you and your clients.

## Addition of a new SSQ GIF

SSQ Insurance is committed to fulfilling its mandate of “Manager of Managers” to build the best team of external fund managers recognized in their respective areas of expertise.



Steps are taken to ensure that the fund platform is monitored, maintained and adjusted in investors’ best interests thanks to rigorous manager selection and monitoring.

**We are pleased to announce that a new bond fund will be available to investors as of June 18, 2018.**

The new **SSQ AlphaFixe Bond and Bank Loan GIF** is managed by AlphaFixe Capital. It is adapted to various interest rate environments and is noteworthy for its bank loan exposure. It provides an excellent alternative to traditional bond investment options in the current economic environment

**One of this fund’s main advantages is that it has a relatively short duration. In addition, some of its assets are held in variable income securities, thus reducing interest rate sensitivity by nearly 60%.** This feature is highly advantageous in a rising interest rate environment and provides a good measure of protection against inflation.

**SSQ AlphaFixe Bond and Bank Loan GIF** will be added to our fund platform on June 18. [Click here](#) to consult the new fund fact sheet (MRA1868A) and learn all the details.

## Other changes to investment products and services

### REMINDER: Fund name and manager change

As announced earlier this year, we remind you that effective February 19, 2018, the **SSQ OAM Treasury GIF** is managed by **Fiera Capital** and is now named **SSQ Fiera Capital Short-Term Bond GIF**.



**This name change is designed to clarify the fund’s investment strategy and has no impact on its characteristics.**

Your clients will be notified of this change when their investment statements are mailed in July.

[Click here to consult the February notice](#)

## REMINDER: Fund closures and asset transfers

In early May, you were informed that two funds will be closing as of June 15, 2018.

Aside from these changes, no modifications were made to the guarantees, maturity dates, sales charges or any other contractual provisions.

The **SSQ OAM Bond GIF** and the **SSQ Montrusco Bolton Canadian Equity GIF** will be closed and their assets transferred to the following destination funds:

Closed funds	Code	Destination funds	Code
SSQ OAM Bond GIF	105	SSQ Fiera Capital Bond GIF	119
SSQ Montrusco Bolton Canadian Equity GIF	138	SSQ Triasima Canadian Equity GIF	085

**These changes are not fundamental** as the investment objectives remain similar and the management expense ratios, like the guarantee fee, will remain the same or decrease following the transfer. **Please note that you have until June 14 to send us your requests for internal transfers or portfolio rebalancing involving these funds.** Should we receive a request on the day of the fund closure, it will not be processed.

Investors who hold shares in funds that will be closing have already been notified of these changes in early May. For further details on the fund closures, [click here](#).

## Allocation changes for SSQ Strategy Guaranteed Investment Funds (GIF) (%): before and after (effective June 29, 2018)

Fund manager	Asset class/region	Conservative		Balanced		Growth		Aggressive	
		BEFORE	AFTER	BEFORE	AFTER	BEFORE	AFTER	BEFORE	AFTER
<b>Fixed income</b>									
Fiera Capital	Short-term fixed income (Canada)	10	10	5	5	-	-	-	-
Fiera Capital	Universe bonds (Canada)	27.5	27.5	20	20	15	15	10	10
AlphaFixe Capital	Bond and bank loan (North America)	27.5	27.5	20	20	15	15	10	10
<b>Total Fixed income</b>		<b>65</b>	<b>65</b>	<b>45</b>	<b>45</b>	<b>30</b>	<b>30</b>	<b>20</b>	<b>20</b>
<b>Canadian equity</b>									
Jarislowsky Fraser Ltd.	Large cap (Canada)	5	7	7	9	8	10	9	11
Triasima	Large cap (Canada)	10	10	11	13	13	15	15	17
Montrusco Bolton Investments	All cap (Canada)	5	-	7	-	8	-	9	-
Fiera Capital	Small cap (Canada)	-	-	5	5	6	6	7	7
<b>Total Canadian equity</b>		<b>20</b>	<b>17</b>	<b>30</b>	<b>27</b>	<b>35</b>	<b>31</b>	<b>40</b>	<b>35</b>
<b>Foreign equity</b>									
Hillsdale Investment Management	All cap (United States)	3	3	4	4	7	8	7.5	8
C WorldWide Asset Management	Large cap (International)	3	3	4	4	7	8	7.5	8
Fiera Capital	Large cap (World)	5	6	6	7.5	7	8	8	10
Hexavest	Large cap (All countries)	4	6	6	7.5	8	9	10	12
Lazard Asset Management	Small cap (World)	-	-	5	5	6	6	7	7
<b>Total Foreign equity</b>		<b>15</b>	<b>18</b>	<b>25</b>	<b>28</b>	<b>35</b>	<b>39</b>	<b>40</b>	<b>45</b>
<b>TOTAL</b>		<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

\*AlphaFixe Capital (Bond and Bank Loan) replaced Optimum Asset Management (Universe bonds).

Please consult the document *Managers and allocation of SSQ Strategy and Celestia Guaranteed Investment Funds (GIF)* (MRA1514A) for a complete overview.

## Improved forms

A number of changes were made to SSQ Insurance forms FRA641A and FRA1251A.

These modifications mainly include:

- Section 5: Estate Planning
- Section 8: Pre-authorized Transaction Program
- Section 12: Authorizations and Signatures

For all details regarding the changes made to the application forms, [click here](#).

## Documentation

As a result of these changes, our website and various documents have been updated, including the application forms and the Information Folder (BRA1620A). **The new documents should be used as of June 18, 2018.** To obtain copies, please use our [order form](#) and they will be mailed to you as possible.

Other documents were updated to reflect the changes listed above:

- SSQ GIF Summary (DRA719)
- SSQ GIF Codes (MRA1064 – PDF only)
- SSQ GIF Fees (MRA1760 – PDF only)
- Managers and allocation of SSQ Strategy and Celestia GIFs (MRA1514)

To view these documents, please refer to the secure advisor website.

**For further information on these changes, please contact your SSQ Insurance representative or our Client Services.**

## Client Services

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