

Stabilize your investments with real estate properties

GREAT-WEST LIFE
REAL ESTATE FUND
(GWLIM)



THE
Great-West Life
ASSURANCE  COMPANY

Prepare yourself for volatile markets and low interest rates. Consider adding alternatives to equities and fixed income investments. By diversifying and investing in the Great-West Life Real Estate Fund you can add a unique asset class and a source of income to your investment portfolio.

The Great-West Life Real Estate Fund gives you access to the investment performance of large real estate properties, an alternate investment class not always accessible to the average investor.

Reasons to invest

1 A unique diversifier for your investment portfolio

The Great-West Life Real Estate Fund is a segregated fund that invests directly in a diverse selection of income-producing Canadian real estate properties. These investments aren't easily accessible to the average investor.

The real estate fund is not like a common stock equity fund. Real estate fund returns are generally more stable than equity investments and don't tend to experience short-term volatility like equity markets do. Holding a small component of real estate can help to balance a portfolio.

2 Stable returns

Established in 1980, the Great-West Life Fund has a long history of consistent performance. The fund is relatively unaffected by the movements of the equity markets, making its historically stable returns an ideal complement to a portfolio. Those who have invested for the long term have been rewarded with growth in their investments.

3 Long-term income from properties contributes to returns

The fund is made up of high-quality commercial and multi-family residential properties, diversified by type and located in Canada's major cities. A large portion of the fund's return

is generated by the income from the properties it holds. Long-term leases from high-quality tenants have helped to stabilize the fund's returns. This historically strong, stable income is a key benefit of an investment in large properties.

4 Professional management


Backed by the strength of The Great-West Life Assurance Company, one of Canada's largest financial services companies, GWL Realty Advisors, Inc. is one of Canada's leading real estate advisors. Its clients include some of Canada's largest pension funds and institutions. The GWL Realty Advisors' senior management team currently has, on average, over 20 years of real estate industry experience in acquiring, developing and managing properties in some of Canada's largest cities.

5 A focus on fundamentals

High-quality assets
The fund maintains a portfolio of high-quality properties. These properties have historically experienced a low vacancy rate due to their high-quality and long-term tenants such as financial institutions and professional service organizations.

Diversification

Ensuring the properties owned by the real estate fund are not concentrated in any one area or type of real estate helps



manage volatility and reduce risk. The properties owned by the real estate fund are spread across different areas of the country and include office buildings, industrial, retail and multi-family properties.

To view current information about the properties the fund holds, and the fund's returns, you can contact your financial security advisor for a copy of the fund's information folder or visit the fund manager's website at www.gwlrealtyadvisors.com.

The risk of a suspension

While the real estate fund offers several unique benefits, it also presents a unique risk. The fund manager maintains a sufficient level of cash within the fund to cover daily operating expenses and a reasonably expected amount of transfer and withdrawal requests. However, if requests suddenly increase, the fund manager may need to sell some properties to meet the demand. To give the fund manager enough time to select and sell properties in a way that maintains the value, uniqueness and diversity of the fund, it is possible that transfer and withdrawal requests could be temporarily suspended. This protects the interests of all investors in the fund.

Although the risk of a suspension is low, we generally recommend investors hold no more than 20 per cent of their investment portfolios in the real estate fund.

An investment in real estate properties adds unique diversity to your portfolio.

If you're investing for the long term, your financial security advisor can help you decide how the Great-West Life Real Estate Fund can work for you.

A description of the key features of the segregated fund policy is contained in the information folder.

Any amount that is allocated to a segregated fund is invested at the risk of the policyowner and may increase or decrease in value.

