



At A Glance



Equitable Life
of Canada®



Designed for your life®

EQUATION
GENERATION® IV

Equation Generation IV is a participating universal life insurance product designed to provide you with the utmost flexibility in meeting your clients' life insurance protection and savings needs. Equitable Life® is pleased to be able to provide you with two versions of this universal life product ...providing you with even more flexibility:

Equation Generation IV with Bonus

AND

Equation Generation IV – Low Fees

Let's take a closer look at some of the key features of these two competitive universal life options:

ISSUE AGES AND POLICY FEES

Juvenile – 0-15; \$8 per single life, \$5 for each additional juvenile life

Adult – 16-80; \$10 per single life, \$7 for each additional adult life

MINIMUM SUM INSURED

Juveniles: \$25,000

Adults: \$50,000

Joint First to Die: \$25,000 x number of lives

Joint Last to Die: \$50,000

RATE BANDS

\$25,000-\$49,999 (juveniles only)

\$50,000-\$99,999

\$100,000-\$249,999

\$250,000-\$499,999

\$500,000+

BONUSES

Guaranteed Investment Bonus* – Starting in the 2nd Policy Year, at each monthly anniversary a Guaranteed Investment Bonus of 1.25% will be credited to the Account Value of each Equation Generation IV with Bonus policy.

*Not available with Equation Generation IV – Low Fees

Incentive Bonus – An Incentive Bonus will be credited to the Account Value of all Equation Generation IV policies, provided the Account Value at the applicable policy anniversary is not less than two times the accumulated total of the Minimum Annual Premiums since the effective date of the policy.

The Incentive Bonus is credited follows:

| Incentive Bonus Schedule | | |
|--------------------------|-----------------------------------|-----------------------------------|
| Policy Anniversary | Equation Generation IV with Bonus | Equation Generation IV – Low Fees |
| 5-14 | 0.25% | 0.00% |
| 15+ | 0.50% | 0.50% |

COST OF INSURANCE TYPES

Yearly Renewable Term for Life (YRT) – Offers a Cost of Insurance structure that changes each year

Yearly Renewable Term to Age 85 (YRT to 85) – Provides a yearly renewable term Cost of Insurance structure until age 85 at which time the Cost of Insurance charges will no longer apply

Level for Life – Offers a cost of insurance structure that remains level for the life of the policy

The Cost of Insurance structure that your client can choose is dependant on your client's age and Death Benefit Option selected:

| Cost of Insurance Type | Account Value Protector | Inflation Protector | Level Protector | Premium Protector |
|------------------------|-------------------------|---------------------|-----------------|-------------------|
| YRT (0-80) | • | • | • | • |
| YRT to 85 (16-65) | • | | | |
| Level (16-80) | • | | • | • |

COVERAGE OPTIONS

Single Life – Provides a Death Benefit on one life

Multiple Lives – Provides individual Death Benefits for up to five lives under one policy

Joint First to Die – Provides a Death Benefit that is payable on the first death of the lives insured under the plan. Up to five lives may be insured.

Joint Last to Die – Provides a Death Benefit that is payable on the last death of the lives insured under the plan. Up to two lives may be insured.

Joint Last to Die with Account Value Payout on First Death
Provides the option to receive a payout of the Account Value (25% to 100%) on the first death of the lives insured.

DEATH BENEFIT OPTIONS

Account Value Protector – the Death Benefit is typically equal to the Sum Insured plus the Account Value

Level Protector – the Death Benefit is typically equal to the Sum Insured

Premium Protector – the Death Benefit is typically equal to the Sum Insured plus the return of all premiums paid for the

Equation Generation IV policy. (not including premiums paid for the EquiLiving Critical Illness Rider and Waiver of Premium)

Inflation Protector – the Death Benefit is typically equal to a Sum Insured that increases at each policy anniversary by a percentage from 1% to 8% as elected by the client at issue.

It is important to note that if you client elects to have the Death Benefit increased as needed (by up to 8% at each policy anniversary) to assist in maintaining the exempt status of the policy, the Death Benefit payout will include these increases as well. Any funds held in the Shuttle Account are paid out upon the owner's death.

INVESTMENT OPTIONS

Daily Interest Account (DIA)

| Equation Generation IV with Bonus | Equation Generation IV – Low Fees |
|--|--|
| The interest rate credited to this account is guaranteed not to be less than 90% of the yield on 91-day Gov't of Canada T-Bills less 2.00% | The interest rate credited to this account is guaranteed not to be less than 90% of the yield on 91-day Gov't of Canada T-Bills less 2.00% |

Guaranteed Deposit Account (GDA) – Minimum investment of \$500.00 with terms of 1, 5 and 10 years.

| Equation Generation IV with Bonus | Equation Generation IV – Low Fees |
|---|---|
| The interest rate credited to a 1 Year GDA is guaranteed not to be less than 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 2.00% | The interest rate credited to a 1 Year GDA is guaranteed not to be less than 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 1.50% |
| The interest rate credited to a 5 Year GDA is guaranteed not to be less than the greater of 1.25%; and 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 2.00% | The interest rate credited to a 5 Year GDA is guaranteed not to be less than the greater of 1.75%; and 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 1.50% |
| The interest rate credited to a 10 Year GDA is guaranteed not to be less than the greater of 2.25%; and 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 2.00% | The interest rate credited to a 10 Year GDA is guaranteed not to be less than the greater of 2.75%; and 90% of the yield on Gov't of Canada bonds with the same term and maturity date less 1.50% |

Linked Interest Options*

Index Interest Options – Provide you with the opportunity to earn interest based on the movement of widely recognized indexes.

Performance Fund Interest Options – Provide the ability to earn interest that mirrors the performance of mutual funds managed by some of the world's best professional money managers.

Portfolio Interest Options – Lets you leave the portfolio design to someone else and provide the opportunity to earn interest based on the performance of the Franklin Templeton Quotential Portfolios.

*Linked Interest Options are NOT Mutual Funds or Indexes; your clients are not investing in or acquiring units in a mutual or investment fund or other security. Your clients are placing funds on deposit, earning interest, with the general funds of Equitable Life. PERFORMANCE IS NOT GUARANTEED. Your clients may be credited positive or negative interest depending on the performance of the Mutual Fund or Index being tracked. The Mutual Fund or Index being tracked may change at any time. Linked Interest Option Administration Fees will apply.

| Equation Generation IV Linked Interest Option Administration Fees | | | |
|--|--|-------------------|-----------------|
| Linked Interest Option | Index/Fund being Tracked | with Bonus | Low Fees |
| Index Interest Options | | | |
| Canadian Equity | S&P/TSX 60 | 3.00% | 1.75% |
| American Equity | S&P 500 | 3.00% | 1.75% |
| U.S. Technologies | Nasdaq 100 | 3.20% | 1.95% |
| European | DJ Euro STOXX 50 | 3.20% | 1.95% |
| U.S. Blue Chip | Dow Jones Industrial Average | 3.00% | 1.75% |
| Performance Fund Interest Options | | | |
| Canadian | McLean Budden Balanced Growth Fund | 1.75% | 0.75% |
| Canadian Bond | McLean Budden Fixed Income Fund | 1.75% | 0.75% |
| Canadian Value Stock | Mackenzie Cundill Canadian Security Fund | 1.75% | 0.00% |
| Large Cap Canadian Equity | Mackenzie Ivy Canadian Fund | 1.75% | 0.00% |
| Global Fixed Income | Mackenzie Sentinel Global Bond Fund | 1.75% | 0.00% |
| Global Balanced | Templeton Global Income Fund | 1.75% | 0.00% |
| Global | Templeton Growth Fund, Ltd. | 1.75% | 0.00% |
| Portfolio Interest Options | | | |
| Diversified Income | Quotential Diversified Income Portfolio | 2.20% | 0.45% |
| Balanced Income | Quotential Balanced Income Portfolio | 2.20% | 0.45% |
| Balanced Growth | Quotential Balanced Growth Portfolio | 2.20% | 0.45% |
| Growth | Quotential Growth Portfolio | 2.20% | 0.45% |
| Global Growth | Quotential Global Growth Portfolio | 2.20% | 0.45% |
| Maximum Growth | Quotential Maximum Growth Portfolio | 2.20% | 0.45% |

SHUTTLE ACCOUNT

In order to maintain the exempt status of the Equation Generation IV policy, excess premiums and funds from the Investment Interest Accounts will be transferred to the Shuttle Account. Your clients have access to the DIA, GDAs and all of the Linked Interest Options within the Shuttle Account. Any interest earned in the Shuttle Account will be subject to annual taxation.

RIDERS

- Additional Accidental Death Benefit
- Children's Protection Rider
- Flexible Guaranteed Insurability Rider
- EquiLiving Critical Illness Insurance Rider (10YR Renewable to age 75, Level to age 75 and Level to age 100)
- Term Riders (10YRCT, 20YRCT)
- Guaranteed Insurability Option
- Special Options Rider (JFTD)
- Waiver of Premium
- Waiver of Charges
- Respread Option

CALIBRATOR®

Calibrator is designed for clients who wish to use the features of Equation Generation IV to maximize their tax-deferred growth, and, over time, to minimize the insurance charges applicable to their plans. The Calibrator Options is available with either the Account Value Protector or Level Protector Death Benefit Options provided that YRT for Life is the COI type.

SURRENDER CHARGES

Surrender Charges within the first nine policy years are equal to the Target Annual Minimum Premium times the percentages listed in the chart below:

| Equation Generation IV Surrender Charge Schedule | |
|---|----------------------------|
| Policy Year | % of Target Annual Premium |
| 1 | 100 |
| 2 | 200 |
| 3 | 275 |
| 4-6 | 300 |
| 7 | 250 |
| 8 | 150 |
| 9 | 100 |
| 10+ | 0 |

ADDITIONAL POLICY BENEFITS*

Disability Disbursement Benefit – To help ease the burden during a time of disability, your client may be eligible to receive a disbursement from the Account Value of their Equation Generation IV policy. Certain restrictions apply. Please refer to the Policy Contract for complete details

Bereavement Counseling Benefit – In addition to the Death Benefit, Equation Generation IV provides your client's heirs a Bereavement Counseling Benefit to assist with their grief. The beneficiaries may be eligible to receive up to a total of \$500.00 towards the costs of counseling expenses.

*Please refer to the Equation Generation IV Financial Advisors Guide for further details

Equitable Life of Canada®... A wise choice for YOU!

Throughout its more than 80 years in operation, Equitable Life® has provided generations of policyholders with sound financial protection. We remain committed to delivering long-term value to our many clients as an independent, mid-sized mutual Canadian life insurance company.

In the financial services industry of the new millennium, Equitable Life of Canada® provides a choice – a wise choice for our policyholders ...now, and for many years to come!

Equitable Life® offers our clients a wide selection of quality products to meet their financial needs, including life and critical illness insurance, annuities, employee benefit plans and segregated funds.



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