

2020 Performance Bonus Rate

Performance Bonus Rate

The Performance Bonus Rate for the BMO Insurance Whole Life Plan remains unchanged at 5.75% effective May 1, 2020 to April 30, 2021. We will apply this rate on the policy anniversary to calculate the Performance Bonus and purchase additional "paid-up" insurance coverage (or a "Paid-Up Addition") which increases the amount of the death benefit and cash value available on the policy at *no additional cost above the premiums due for the basic coverage*.

How we determine the Performance Bonus Rate

The Performance Bonus Rate takes into account the rate of return of a portfolio¹ of fixed income investments and enhanced equity investments designed to target higher overall portfolio yields. To reduce the year-to-year fluctuations (i.e. volatility) of the Performance Bonus Rate, BMO Insurance uses a smoothing formula with a goal of generating more stable, long-term returns.

The Performance Bonus Rate is guaranteed to never be negative.



Guaranteed Performance Bonus Rate

The Performance Bonus Rate can change from year-to-year but will never be negative.

Historical Performance Bonus Rate

Performance Bonus Rate effective date	Performance Bonus Rate
May 1, 2017 - April 30, 2018	5.50%
May 1, 2018 - April 30, 2019	5.75%
May 1, 2019 - April 30, 2020	5.75%
May 1, 2020 - April 30, 2021	5.75%

Asset Exposure Composition

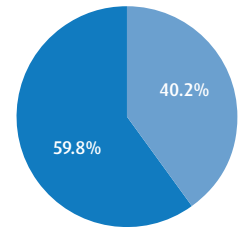
The current portfolio is based on an asset exposure mix of:

- Fixed income investments (bonds, real estate) managed by BMO Asset Management and indexed to the yield of the BMO Long Term Corporate Bond ETF (ZLC); and
- Enhanced equity investments managed by BMO Capital Markets with returns indexed to the Low Volatility TSX (TXLV) and S&P500 (SP5LVI) market indices.

The asset exposure mix is expected to fall within the following ranges:

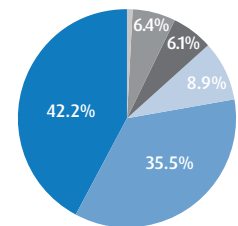
Asset Class	Target Asset Exposure Mix	Asset Exposure as of December 31, 2019
Fixed Income	50% - 80%	59.8%
Enhanced Equity	20% - 50%	40.2%

Asset Exposure*



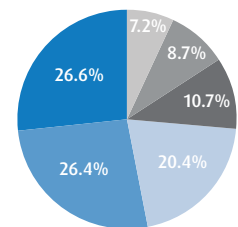
- Fixed Income
- Enhanced Equity

Fixed Income Exposure*



- Infrastructure
- Energy
- Communication
- Financials
- Industrials
- Real Estate

Enhanced Equity Exposure*



- Real Estate
- Utilities
- Financials
- Other
- Consumer Goods and Services
- Telecommunications

*As of December 31, 2019

Backed by Expertise

The assets held within the BMO Insurance Whole Life Plan form part of the general assets of BMO Insurance and are managed in partnership with BMO Asset Management Inc.² and BMO Capital Markets.

BMO Asset Management Inc., BMO Capital Markets and BMO Insurance are members of BMO Financial Group, one of the largest diversified financial services providers in North America with \$852 billion in total assets as at October 31, 2019.

BMO Asset Management Inc.

BMO Asset Management Inc. is part of BMO Global Asset Management which has more than US\$266 billion in assets under management globally as of September 30, 2019.³

BMO Asset Management Inc. is one of Canada's leading issuers of ETFs with over \$62.7 billion in ETF managed assets as of December 31, 2019.

BMO Capital Markets

BMO Capital Markets is a leading, full-service financial services provider. They offer corporate and investment banking, treasury management, as well as research and advisory services to clients around the world.

BMO Capital Markets Global employs approximately 2,800 professionals in 33 locations around the world, including 19 offices in North America.

Their top-ranked equity, economic and corporate debt research is widely recognized for its high quality and independence.

BMO Insurance

As a member of the BMO Financial Group, BMO Insurance is founded on a legacy that extends back to 1817. This proven history of financial strength lets us stand behind our insurance products by offering flexible coverage options, comprehensive benefits and competitive prices. A.M. Best Company gives us a Financial Strength Insurer Rating of A⁴, recognizing our excellent ability to meet our obligations.



Partnering with BMO Asset Management and BMO Capital Markets, BMO Insurance provides clients with equity exposure that is combined with a strategy to help reduce any downside risk when markets are weak.

Our Commitment to You

BMO Life Assurance Company, a part of BMO Financial Group, appreciates the opportunity to help you meet your financial needs. We are committed to respecting and protecting your privacy and confidentiality of the personal information you have entrusted to us. It is important for you to understand what information we will collect, how we will use it, and who may see it.

To view our full privacy policy, please visit the privacy section at bmoinsurance.com.

For more information about BMO Insurance or our products, please consult with your insurance advisor or contact us at:



BMO Life Assurance Company, 60 Yonge Street, Toronto, ON M5E 1H5



Toll Free 1-877-742-5244



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BMO  **Insurance**

We're here to help.™

¹ As part of a BMO Life Assurance Company policy, you do not own a legal interest in any security or fund.

² BMO Global Asset Management is the brand name for various affiliated entities of BMO Financial Group that provide investment management, retirement, and trust and custody services. BMO Global Asset Management comprises BMO Asset Management Inc., BMO Investments Inc., BMO Asset Management Corp., BMO Asset Management Limited and BMO's specialized investment management firms.

³ Assets under management include discretionary and non-discretionary assets under management.

⁴ Rating as of October 25, 2019. Subject to change. After a comprehensive quantitative and qualitative review of the company's balance sheet, operating performance and business profile, A.M. Best Company awarded BMO Life Insurance Company a Financial Strength Rating – Insurer of A, indicating our excellent ability to meet our ongoing insurance policy and contract obligations. For more information, see the Guide to Best's Financial Strength Rating – Insurer at Ambest.com.

The information in this publication is intended as a summary of our products and/or services and may include projected values based on a set of assumptions. Actual results may not be guaranteed and may vary. Please consult the appropriate policy contract for details on the terms, conditions, benefits, guarantees, exclusions and limitations. The actual policy issued governs. Each policyholder's financial circumstances are unique and they must obtain and rely upon independent tax, accounting, legal and other advice concerning the structure of their insurance, as they deem appropriate for their particular circumstances. BMO Life Assurance Company does not provide any such advice to the policyholder or to the insurance advisor.

Insurer: BMO Life Assurance Company

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