

Product Overview

Key Features

BMO GIF - Guarantee Options

| | GIF 75/75 75 /75 | GIF 75/100 75 /100 | GIF 100/100 100 /100 |
|---------------------------|---|---|--|
| Maturity Date | Age 100 | Age 100 | Client chosen: 15-25 years |
| Maturity Benefit | Maturity Benefit at Maturity Date is the greater of the Maturity Guarantee Amount and the Market Value of Contract. | Maturity Benefit at Maturity Date is the greater of the Maturity Guarantee Amount and the Market Value of Contract. | Maturity Benefit at Maturity Date is the greater of the Maturity Guarantee Amount and the Market Value of Contract. |
| Maturity Guarantee Amount | 75% of deposits at Maturity Date | 75% of deposits at Maturity Date | 100% of deposits made at least 15 years and 75% of deposits made less than 15 years from the Maturity Date |
| Maturity Guarantee Resets | None | None | Automatic monthly until 10 years before Maturity Date |
| Death Benefit | Death Benefit at Death Benefit Date is the greater of the Death Guarantee Amount and the Market Value of the Contract. | Death Benefit at Death Benefit Date is the greater of the Death Guarantee Amount and the Market Value of the Contract. | Death Benefit at Death Benefit Date is the greater of the Death Guarantee Amount and the Market Value of the Contract. |
| Death Guarantee Amount | 75% of deposits | 100% of deposits made before age 80; 75% of deposits made on or after age 80 | 100% of deposits made before age 80; 75% of deposits made on or after age 80 |
| Death Guarantee Resets | None | Every three years up to and including the last policy anniversary before the Annuitant's 80 th birthday (Standard feature) | Optional feature: Every three years up to and including the last policy anniversary before the Annuitant's 80 th birthday (the Death Guarantee Reset Option must be selected at policy issue; additional fee applies) |
| Fund Options | <ul style="list-style-type: none"> • 6 BMO ETF portfolios • BMO Low Volatility Canadian and U.S. Equity ETFs • BMO Monthly Income • BMO Monthly High Income II • BMO Asset Allocation • BMO Dividend • BMO Tactical Balanced • Money Market | <ul style="list-style-type: none"> • 6 BMO ETF portfolios • BMO Low Volatility Canadian and U.S. Equity ETFs • BMO Monthly Income • BMO Monthly High Income II • BMO Asset Allocation • BMO Dividend • BMO Tactical Balanced • Money Market | <ul style="list-style-type: none"> • Canadian Balanced Growth • U.S. Balanced Growth • Canadian Income Strategy • North American Income Strategy • 2 BMO ETF portfolios • BMO Monthly Income • BMO Asset Allocation • Money Market |
| MERs | Class A: 2.01 - 2.75% ^{††} Class F (Nominee Only): 0.90 - 1.64% ^{††} | Class A: 2.11 - 3.05% ^{††} Class F (Nominee Only): 1.05 - 1.96% ^{††} | Class A: 2.88 - 3.20% ^{††} Class F (Nominee Only): 1.72 - 2.09% ^{††} |
| Prestige Class | Not available | Not available | Prestige FEL, Prestige DSC, Prestige No-load To qualify, your client must hold at least \$250,000 in one or more BMO GIF contracts issued in their name |
| Transaction Processing | Daily | Daily | Daily |

^{††}Based on estimates or actual MERs as of December 31, 2017; includes management fee, insurance fee, fixed administrative expenses (0.25%) plus applicable taxes.

Key Features (cont'd)

| Lump sum Deposits | Account Type | Latest Age to Deposit* | | Latest Age to Hold Contract* | Minimum Initial Deposit Amounts | Minimum Subsequent Deposit Amounts |
|-------------------|--|-------------------------|-------------|------------------------------|--|--|
| | | GIF 75/75 GIF 75/100 | GIF 100/100 | | | |
| | Non-registered, TFSA | 90 | 85 | 100 | \$500 per Fund; or monthly PAD \$50 | \$100 per Fund; or monthly PAD \$50 |
| | RIF, LIF [†] , LRIF, PRIF, RLIF | 90 | 85 | 100 [†] | \$10,000 | \$500 per Fund |
| | RSP, LIRA, LRSP, RLSP | 71 | 71 | 100 ^{**} | \$500 per Fund; or monthly PAD \$50 [†] | \$100 per Fund; or monthly PAD \$50 [†] |
| Withdrawals | <ul style="list-style-type: none"> Minimum \$500 per fund for unscheduled withdrawals and \$100 per fund for scheduled No fees for withdrawals (subject to short-term trading fees and/or deferred sales charges) | | | | | |
| Switches | <ul style="list-style-type: none"> Minimum \$500 per fund (unlimited free switches) May result in a capital gain or loss as it creates a taxable disposition Transfers between different sales charge options, guarantee options or contracts are treated as a withdrawal and a deposit and may affect the maturity and death guarantees; in a non-registered Contract, this transaction may result in a capital gain or loss as it creates a taxable disposition | | | | | |

*All dates are as of December 31 of the Annuitant's age shown. **For RSP, LIRA, LRSP or RLSP Contracts, subject to conversion to a RIF or locked-in income plan at age 71 or the latest age to own an RSP under the Income Tax Act (Canada) (the "Tax Act"). [†]Except where federal or provincial laws respecting LIFs require you to annuitize your LIF at age 80, the latest age to deposit is 65 and the latest age to hold the Contract is age 80. [‡]PAD available on RSP only.

Sales Charge Options

| | | | | | | | | | | | | | | | | | | | | | | |
|-----------------------------|--|-----------------------|------|--|--|--|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|-----------------------|------|
| Front-end load (FEL) | <ul style="list-style-type: none"> Front-end load is negotiated between you and the policyowner (0 - 5.0%). No redemption fees on withdrawals Maturity and Death Guarantee Amounts are based on the gross deposit amount (before FEL sales charges) | | | | | | | | | | | | | | | | | | | | | |
| Deferred sales charge (DSC) | <p>The following charges apply to all funds (% of market value of units withdrawn):</p> <table> <tr> <td>Year 1</td> <td>5.5%</td> <td>Year 5</td> <td>4.0%</td> </tr> <tr> <td>Year 2</td> <td>5.0%</td> <td>Year 6</td> <td>3.0%</td> </tr> <tr> <td>Year 3</td> <td>5.0%</td> <td>Year 7</td> <td>2.0%</td> </tr> <tr> <td>Year 4</td> <td>4.0%</td> <td>Year 8 and thereafter</td> <td>0.0%</td> </tr> </table> <p>DSC is not charged on the payment of a Death Benefit.</p> | | | | | | Year 1 | 5.5% | Year 5 | 4.0% | Year 2 | 5.0% | Year 6 | 3.0% | Year 3 | 5.0% | Year 7 | 2.0% | Year 4 | 4.0% | Year 8 and thereafter | 0.0% |
| Year 1 | 5.5% | Year 5 | 4.0% | | | | | | | | | | | | | | | | | | | |
| Year 2 | 5.0% | Year 6 | 3.0% | | | | | | | | | | | | | | | | | | | |
| Year 3 | 5.0% | Year 7 | 2.0% | | | | | | | | | | | | | | | | | | | |
| Year 4 | 4.0% | Year 8 and thereafter | 0.0% | | | | | | | | | | | | | | | | | | | |
| No-load (NL) | <ul style="list-style-type: none"> No redemption fees on withdrawals, but a uniform prorated 24 month commission chargeback to advisor | | | | | | | | | | | | | | | | | | | | | |

Commissions (Gross)

| Class A and Prestige | | Front-end load | Deferred Sales Charge | No-load |
|-------------------------|------------------------|--|---|---|
| GIF 75/75 GIF 75/100 | Deposit | 0 - 5.0% negotiated with client | 5.5% | 2.5% [*] <small>* uniform prorata commission chargeback for withdrawals in the first 24 months</small> |
| | | 1.00% (100 bps) of investment value starting in 1 st month 0% money market | 0.50% (50 bps) of investment value starting in 1 st month 0% money market | 1.00% (100 bps) of investment value starting in 25 th month 0% money market |
| | Trailer (paid monthly) | Front-end load | | Deferred Sales Charge |
| | | 0 - 5.0% negotiated with client | 5.0% (< 20 years) 5.5% (≥ 20 years) <small>* number of years from Deposit date to Maturity Date</small> | No-load |
| GIF 100/100 | Trailer (paid monthly) | 1.00% (100 bps) Class A 0.75% (75 bps) Prestige Class of investment value starting in 1 st month 0% money market | 0.50% (50 bps) Class A 0.25% (25 bps) Prestige Class of investment value starting in 1 st month 0% money market | 1.00% (100 bps) Class A 0.75% (75 bps) Prestige Class of investment value starting in 25 th month 0% money market |

Fees

| Fund | GIF 75/75 75 75 | | | | | GIF 75/100 75 100 | | | | |
|--|---|---------|-----------------|---------|----------|---|---------|-----------------|---------|----------|
| | Management Fee* | | Insurance Fee** | MER | | Management Fee* | | Insurance Fee** | MER | |
| | Class A | Class F | | Class A | Class F† | Class A | Class F | | Class A | Class F† |
| BMO Fixed Income ETF Portfolio GIF | 1.30% | 0.30% | 0.24% | 2.01% | 0.90% | 1.30% | 0.30% | 0.37% | 2.11% | 1.05% |
| BMO Income ETF Portfolio GIF | 1.40% | 0.40% | 0.32% | 2.22% | 1.10% | 1.40% | 0.40% | 0.50% | 2.43% | 1.30% |
| BMO Conservative ETF Portfolio GIF | 1.40% | 0.40% | 0.37% | 2.25% | 1.15% | 1.40% | 0.40% | 0.55% | 2.45% | 1.35% |
| BMO Balanced ETF Portfolio GIF | 1.45% | 0.45% | 0.37% | 2.27% | 1.20% | 1.45% | 0.45% | 0.63% | 2.56% | 1.49% |
| BMO Growth ETF Portfolio GIF | 1.45% | 0.45% | 0.45% | 2.42% | 1.30% | 1.45% | 0.45% | 0.76% | 2.70% | 1.63% |
| BMO Equity Growth ETF Portfolio GIF | 1.50% | 0.50% | 0.45% | 2.49% | 1.35% | 1.50% | 0.50% | 0.76% | 2.83% | 1.69% |
| BMO Low Volatility Canadian Equity ETF GIF | 1.55% | 0.55% | 0.48% | 2.57% | 1.43% | 1.55% | 0.55% | 0.84% | 2.97% | 1.82% |
| BMO Low Volatility U.S. Equity ETF GIF | 1.50% | 0.50% | 0.53% | 2.57% | 1.43% | 1.50% | 0.50% | 0.85% | 2.91% | 1.78% |
| BMO Monthly Income Fund GIF | 1.60% | 0.60% | 0.45% | 2.59% | 1.45% | 1.60% | 0.60% | 0.70% | 2.76% | 1.72% |
| BMO Asset Allocation Fund GIF† | 1.60% | 0.60% | 0.45% | 2.55% | 1.45% | 1.60% | 0.60% | 0.67% | 2.80% | 1.69% |
| BMO Dividend Fund GIF† | 1.60% | 0.60% | 0.58% | 2.70% | 1.60% | 1.60% | 0.60% | 0.88% | 3.00% | 1.92% |
| BMO Monthly High Income II Fund GIF† | 1.65% | 0.65% | 0.58% | 2.75% | 1.64% | 1.65% | 0.65% | 0.87% | 3.05% | 1.96% |
| BMO Tactical Balanced Fund GIF† | 1.60% | 0.60% | 0.45% | 2.55% | 1.45% | 1.60% | 0.60% | 0.72% | 2.85% | 1.74% |
| BMO Money Market GIF‡ | 1.00% | 0.50% | 0.00% | 0.96% | 0.83% | 1.00% | 0.50% | 0.00% | 0.93% | 0.83% |

* Management fee includes the management fee charged by the Underlying Fund(s), but excludes applicable taxes. MER includes management fee, insurance fee, fixed administrative expenses (0.25%) plus applicable taxes. ** Insurance fee listed excludes applicable taxes. † The fund was launched on May 14, 2018 and the MER is an estimate (including applicable taxes). ‡ BMO Insurance is currently waiving a portion of the fees for this Fund. BMO Insurance has no obligation to continue waiving these fees and can terminate the waiver at any time without notice. For the period ending on December 31, 2017, the MER without the waiver is 1.37% for Series 75/75 and 1.41% for Series 75/100.

| Fund | GIF 100/100 100 100 | | | | | | |
|--|---|---------|----------------|-----------------|---------|----------|----------------|
| | Management Fee* | | | Insurance Fee** | MER | | |
| | Class A | Class F | Prestige Class | | Class A | Class F† | Prestige Class |
| BMO Canadian Balanced Growth GIF | 1.50% | 0.50% | 1.15% | 1.03% | 3.07% | 1.98% | 2.66% |
| BMO U.S. Balanced Growth GIF | 1.50% | 0.50% | 1.15% | 1.03% | 3.09% | 1.98% | 2.64% |
| BMO Canadian Income Strategy GIF | 1.70% | 0.70% | 1.35% | 0.78% | 3.04% | 1.92% | 2.64% |
| BMO North American Income Strategy GIF | 1.70% | 0.70% | 1.35% | 0.73% | 2.97% | 1.86% | 2.52% |
| BMO Conservative ETF Portfolio GIF | 1.40% | 0.40% | 1.05% | 0.90% | 2.88% | 1.72% | 2.50% |
| BMO Balanced ETF Portfolio GIF | 1.45% | 0.45% | 1.10% | 1.00% | 3.02% | 1.89% | 2.58% |
| BMO Monthly Income Fund GIF | 1.60% | 0.60% | 1.25% | 1.03% | 3.20% | 2.09% | 2.75% |
| BMO Asset Allocation Fund GIF† | 1.60% | 0.60% | 1.25% | 1.03% | 3.19% | 2.09% | 2.79% |
| BMO Money Market GIF‡ | 1.00% | 0.50% | N/A | 0.00% | 0.91% | 0.83% | N/A |

* Management fee includes the management fee charged by the Underlying Fund(s), but excludes applicable taxes. MER includes management fee, insurance fee, fixed administrative expenses (0.25%) plus applicable taxes. ** Insurance fee listed excludes applicable taxes. † The fund was launched on May 14, 2018 and the MER is an estimate (including applicable taxes). ‡ BMO Insurance is currently waiving a portion of the fees for this Fund. BMO Insurance has no obligation to continue waiving these fees and can terminate the waiver at any time without notice. For the period ending on December 31, 2017, the MER without the waiver is 1.40% for the Money Market Fund.

Death Guarantee Reset Option Fee (GIF 100/100 only)

If option is selected, fee for each fund is calculated daily and collected every 6 months* (June 30 and December 31) until age 80 by withdrawing units from each fund. Fee rates applied to fund MV:

| Fund | Annual Fee Rate | Annual Fee Rate Limit |
|---|-----------------|-----------------------|
| Money Market | 0.00% | 0.00% |
| Asset Allocation | | |
| Canadian and U.S. Balanced Growth | | |
| Conservative and Balanced ETF Portfolio | 0.20% | 0.30% |
| Monthly Income | | |
| Canadian and North American Income Strategy | 0.15% | 0.30% |

*Collection of fees could be earlier on the date the entire or partial value of a fund is withdrawn or switched out of the fund.

Fund Codes

Lump sum Deposits, Withdrawals, Switches, SWPs and Deposits by PAD

Please select from the following fund codes:

| Fund | GIF 75/75 Class A  | | | | GIF 75/100 Class A  | | | |
|------------------------------------|---|-----------------------|---------|---------|--|-----------------------|---------|---------|
| | Front-End Load | Deferred Sales Charge | No-Load | F Class | Front-End Load | Deferred Sales Charge | No-Load | F Class |
| Fixed Income ETF Portfolio | BLA2011 | BLA2021 | BLA2001 | BLA2005 | BLA1011 | BLA1021 | BLA1001 | BLA1005 |
| Income ETF Portfolio | BLA2111 | BLA2121 | BLA2101 | BLA2105 | BLA1111 | BLA1121 | BLA1101 | BLA1105 |
| Conservative ETF Portfolio | BLA2211 | BLA2221 | BLA2201 | BLA2205 | BLA1211 | BLA1221 | BLA1201 | BLA1205 |
| Balanced ETF Portfolio | BLA2311 | BLA2321 | BLA2301 | BLA2305 | BLA1311 | BLA1321 | BLA1301 | BLA1305 |
| Growth ETF Portfolio | BLA2411 | BLA2421 | BLA2401 | BLA2405 | BLA1411 | BLA1421 | BLA1401 | BLA1405 |
| Equity Growth ETF Portfolio | BLA2511 | BLA2521 | BLA2501 | BLA2505 | BLA1511 | BLA1521 | BLA1501 | BLA1505 |
| Low Volatility U.S. Equity ETF | BLA2611 | BLA2621 | BLA2601 | BLA2605 | BLA1611 | BLA1621 | BLA1601 | BLA1605 |
| Low Volatility Canadian Equity ETF | BLA2711 | BLA2721 | BLA2701 | BLA2705 | BLA1711 | BLA1721 | BLA1701 | BLA1705 |
| Monthly Income | BLA2911 | BLA2921 | BLA2901 | BLA2905 | BLA1911 | BLA1921 | BLA1901 | BLA1905 |
| Asset Allocation | BLA4011 | BLA4021 | BLA4001 | BLA4005 | BLA3011 | BLA3021 | BLA3001 | BLA3005 |
| Dividend | BLA4111 | BLA4121 | BLA4101 | BLA4105 | BLA3111 | BLA3121 | BLA3101 | BLA3105 |
| Monthly High Income II | BLA4211 | BLA4221 | BLA4201 | BLA4205 | BLA3211 | BLA3221 | BLA3201 | BLA3205 |
| Tactical Balanced | BLA4311 | BLA4321 | BLA4301 | BLA4305 | BLA3311 | BLA3321 | BLA3301 | BLA3305 |
| Money Market | BLA2811 | BLA2821 | BLA2801 | BLA2805 | BLA1811 | BLA1821 | BLA1801 | BLA1805 |

| Fund | GIF 100/100 Class A  | | | | GIF 100/100 Prestige Class*  | | |
|--------------------------------|---|-----------------------|---------|---------|---|-----------------------|---------|
| | Front-End Load | Deferred Sales Charge | No-Load | F Class | Front-End Load | Deferred Sales Charge | No-Load |
| U.S. Balanced Growth | BLA111 | BLA121 | BLA101 | BLA105 | BLA611 | BLA621 | BLA601 |
| Canadian Balanced Growth | BLA211 | BLA221 | BLA201 | BLA205 | BLA711 | BLA721 | BLA701 |
| North American Income Strategy | BLA311 | BLA321 | BLA301 | BLA305 | BLA811 | BLA821 | BLA801 |
| Canadian Income Strategy | BLA411 | BLA421 | BLA401 | BLA405 | BLA911 | BLA921 | BLA901 |
| Conservative ETF Portfolio | BLA5011 | BLA5021 | BLA5001 | BLA5005 | BLA6011 | BLA6021 | BLA6001 |
| Balanced ETF Portfolio | BLA5111 | BLA5121 | BLA5101 | BLA5105 | BLA6111 | BLA6121 | BLA6101 |
| Monthly Income | BLA5211 | BLA5221 | BLA5201 | BLA5205 | BLA6211 | BLA6221 | BLA6201 |
| Asset Allocation | BLA5311 | BLA5321 | BLA5301 | BLA5305 | BLA6311 | BLA6321 | BLA6301 |
| Money Market | BLA511 | BLA521 | BLA501 | BLA505 | N/A | N/A | N/A |

* Available on GIF 100/100 only. To qualify your client must hold at least \$250,000 in one or more BMO GIF Contracts issued in their name. Deposits qualifying for Prestige Class will automatically be switched from Class A to corresponding Prestige Class fund.

Let's connect

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

BMO Life Assurance Company is the sole issuer and guarantor of the guarantee provisions contained in these contracts. This document provides an overview of the product features and benefits of BMO GIF. The BMO GIF Information Folder and Policy Provisions provide full details and govern in all cases and can be found at www.bmoinsurance.com/advisor/GIF



We're here to help.™

Insurer: BMO Life Assurance Company

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