

# Product Overview

## Key Features

### BMO GIF - Guarantee Options

	GIF 75/75 	GIF 75/100 	GIF 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 <sup>th</sup> birthday ( <i>Standard feature</i> )	<i>Optional feature:</i> Every three years up to and including the last policy anniversary before the Annuitant's 80 <sup>th</sup> birthday (the Death Guarantee Reset Option must be selected at policy issue; additional fee applies)
Fund Options	<ul style="list-style-type: none"> <li>• 6 BMO ETF portfolios</li> <li>• BMO Low Volatility Canadian and U.S. Equity ETFs</li> <li>• BMO Monthly Income</li> <li>• BMO Monthly High Income II</li> <li>• BMO Asset Allocation</li> <li>• BMO Dividend</li> <li>• BMO Tactical Balanced</li> <li>• Money Market</li> </ul>	<ul style="list-style-type: none"> <li>• 6 BMO ETF portfolios</li> <li>• BMO Low Volatility Canadian and U.S. Equity ETFs</li> <li>• BMO Monthly Income</li> <li>• BMO Monthly High Income II</li> <li>• BMO Asset Allocation</li> <li>• BMO Dividend</li> <li>• BMO Tactical Balanced</li> <li>• Money Market</li> </ul>	<ul style="list-style-type: none"> <li>• Canadian Balanced Growth</li> <li>• U.S. Balanced Growth</li> <li>• Canadian Income Strategy</li> <li>• North American Income Strategy</li> <li>• 2 BMO ETF portfolios</li> <li>• BMO Monthly Income</li> <li>• BMO Asset Allocation</li> <li>• Money Market</li> </ul>
MERs	Class A: 2.01 - 2.75% <sup>††</sup> Class F (Nominee Only): 0.90 - 1.64% <sup>††</sup>	Class A: 2.11 - 3.05% <sup>††</sup> Class F (Nominee Only): 1.05 - 1.96% <sup>††</sup>	Class A: 2.88 - 3.20% <sup>††</sup> Class F (Nominee Only): 1.72 - 2.09% <sup>††</sup>
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

<sup>††</sup>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"> <li>Minimum \$500 per fund for unscheduled withdrawals and \$100 per fund for scheduled</li> <li>No fees for withdrawals (subject to short-term trading fees and/or deferred sales charges)</li> </ul>					
Switches	<ul style="list-style-type: none"> <li>Minimum \$500 per fund (unlimited free switches)</li> <li>May result in a capital gain or loss as it creates a taxable disposition</li> <li>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</li> </ul>					

\*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"> <li>Front-end load is negotiated between you and the policyowner (0 - 5.0%). No redemption fees on withdrawals</li> <li>Maturity and Death Guarantee Amounts are based on the gross deposit amount (before FEL sales charges)</li> </ul>																
Deferred sales charge (DSC)	<p>The following charges apply to all funds (% of market value of units withdrawn):</p> <table border="1"> <tbody> <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> </tbody> </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"> <li>No redemption fees on withdrawals, but a uniform prorated 24 month commission chargeback to advisor</li> </ul>																

## 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%* * uniform prorata commission chargeback for withdrawals in the first 24 months
		Trailer (paid monthly)	1.00% (100 bps) of investment value starting in 1 <sup>st</sup> month 0% money market	0.50% (50 bps) of investment value starting in 1 <sup>st</sup> month 0% money market	1.00% (100 bps) of investment value starting in 25 <sup>th</sup> month 0% money market
GIF 100/100					
		Deposit	0 - 5.0% negotiated with client	5.0% (< 20 years*) 5.5% (≥ 20 years*) * number of years from Deposit date to Maturity Date	2.5% (< 20 years*) 3.0% (≥ 20 years*) * number of years from Deposit date to Maturity Date; uniform prorata commission chargeback for withdrawals in first 24 months
		Trailer (paid monthly)	1.00% (100 bps) Class A 0.75% (75 bps) Prestige Class of investment value starting in 1 <sup>st</sup> month 0% money market	0.50% (50 bps) Class A 0.25% (25 bps) Prestige Class of investment value starting in 1 <sup>st</sup> month 0% money market	1.00% (100 bps) Class A 0.75% (75 bps) Prestige Class of investment value starting in 25 <sup>th</sup> month 0% money market

# Fees

Fund	GIF 75/75 <span style="border: 1px solid black; border-radius: 50%; padding: 2px;">75 75</span>					GIF 75/100 <span style="border: 1px solid black; border-radius: 50%; padding: 2px;">75 100</span>				
	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 <span style="border: 1px solid black; border-radius: 50%; padding: 2px;">100 100</span>						
	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 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

#### BMO GIF Administrative and Services Office

Telephone: 1-855-639-3867

Fax: 1-855-747-5613

E-mail: ClientServices.BMOLifeGIF@bmo.com

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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](http://www.bmoinsurance.com/advisor/GIF)

 **BMO Insurance**

We're here to help.™

Insurer: BMO Life Assurance Company

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