

RELATIONSHIP DISCLOSURE DOCUMENT

Nature of the Advisory Relationship

By entering into an advisory relationship with PFSL Investments Canada Ltd. (PFSL), and your PFSL representative (Representative), you will become a client of PFSL, a mutual fund dealer. You will be responsible for making any and all investment decisions relating to your account. When making your investment decisions, your Representative will provide you with advice. PFSL and your Representative are responsible for the advice that is given to you regarding your investments and for assessing the investments in your account for suitability based on your investment needs and objectives.

As a client of PFSL, you may open a registered account, such as an RRSP, RESP, and TFSA, or a non-registered account to hold your investments. PFSL also offers RRSPs and TSFAs for groups. There may be fees associated with opening or maintaining such accounts. For examples, if you choose a fund with a Dealer Service Fee arrangement, you will be responsible for applicable fees.

Nature of the Products and Services Offered

PFSL is a registered mutual fund dealer with the Mutual Fund Dealers Association of Canada and it offers mutual funds to clients in all Provinces and Territories of Canada. PFSL also distributes its own proprietary funds known as the Primerica Concert™ Allocation Series of Funds. Your Representative is an independent contractor who sells mutual funds exclusively on behalf of PFSL. In addition to the sale of mutual funds, Representatives may provide referrals for debt consolidation loans. Other products or services, if offered by a Representative, are not the business of PFSL and PFSL has no responsibility for such other business activities. Life insurance and segregated fund products are offered through an affiliate of PFSL.

Mutual funds own different types of investments, depending upon their investment objectives, including stocks, bonds and cash. The value of these investments will change from day to day, reflecting changes in economic conditions and the market, company news and interest rates. As a result, the value of the securities held by a mutual fund may go up and down and the value of your investment in a mutual fund may be more or less when you sell it than when you purchased it.

Investing in mutual funds may attract various costs and charges. You may have to pay initial sales charges, low load charges or deferred sales charges and any applicable taxes. If you switch between mutual funds, you may incur switch fees. You may also have to pay investment fund management expense fees or other ongoing fees related to your investment in the mutual funds or the services you receive from PFSL. Such costs ultimately reduce the amount of return you earn from the mutual funds.

In investing terminology, a benchmark is a standard against which the investment performance of a security, mutual fund or investment manager is measured. Generally, a broad-based stock and/or bond market index is used for this purpose. For example, the S&P/TSX Composite index (Canadian equities) or Standard & Poor's 500 index (U.S. equities) can be used as benchmarks for accounts that primarily hold equity-based mutual funds.

A benchmark analysis compares your actual investment returns against an appropriate benchmark, allowing you to assess the relative performance. When comparing actual returns to that of a benchmark, be careful to ensure that the benchmark accurately reflects the composition of your portfolio, the timing and amount of your transactions, and any costs of ownership that would not apply to the benchmark itself. While PFSL will not automatically provide a benchmark analysis for your account, if you are interested please speak with your Representative who can assist you in this regard.

Procedures Regarding Handling Cash and Cheques

PFSL does not accept cash for the purchase of securities. Cheques must be made payable to the applicable fund company / issuer or intermediary dealer, and should not be made payable to PFSL or your Representative.

Requirement for Investment Actions to be Suitable and in the Client's Best Interests

PFSL is required under securities legislation and Mutual Fund Dealers Association of Canada (MFDA) Rules to ensure that each investment recommendation made by your Representative is suitable for you in relation to your individual investment objectives, level of risk tolerance and other personal circumstances, and that each recommendation puts the client's interests first. This suitability determination extends to trades proposed by you, whether or not a recommendation was initiated by your Representative. PFSL's obligation to make a suitability determination also requires PFSL to let you know in the event we do not have products or services that are suitable for you based on investment goals designated for your account.

There may be other circumstances, which will trigger an assessment of suitability of the investments in your account. Such circumstances may include the following:

- when you transfer assets into an account at PFSL;
- when PFSL or your Representative becomes aware of a change in an investment in your account that could result in the investment or account not being suitable for you;
- when PFSL or your Representative becomes aware of a material change in your client information that could result in an investment or account not being suitable for you;
- when PFSL or your Representative periodically reviews your information with you; or
- when there is a change in the Representative responsible for your account.

Defining Know-Your-Client Terms

PFSL would like to ensure that you understand the basis upon which your investments are assessed. Accordingly, the PFSL account application form sets out KnowYour-Client (KYC) information in a clear and concise way to assist you in understanding what the KYC terms mean and how the criteria will relate to the specific investments recommended or accepted by PFSL and its Representatives.

The collection of your KYC information allows PFSL to assess the suitability of your investments in accordance with your personal and financial information, and appetite for risk. KYC information includes your age, investment knowledge, annual income, net worth, investment time horizon and liquidity needs, and risk profile. PFSL uses this information to assist you in choosing an Overall Investment Objective for your account. To assist you in understanding the meaning of risk profile, investment time horizon and liquidity needs, and Overall Investment Objective we have provided a definition of these terms below:

Risk Profile: Most of the investments PFSL offers have the potential to increase or decrease in value as market conditions change. Your risk profile selected should be the lesser of (i) your willingness to accept investment risk in your account; and (ii) your ability to withstand financial losses in your account.

Investment Time Horizon and Liquidity Needs: Your investment time horizon is unique to your needs and it refers to the amount of time you will hold your investments before you decide to sell them. Liquidity needs refers to how quickly and easily you need to convert your investments in mutual funds to

cash proceeds without incurring significant losses. PFSL offers mutual funds suitable for short term, medium term, and long-term investing. Such mutual funds are highly liquid and can be sold easily. Your Representative will help you determine what your investment time horizon and liquidity needs are.

Overall Investment Objective: Before making an investment recommendation for your account, your Representative will use the KYC information you provide to suggest an Overall Investment Objective (Objective) to you. Detailed descriptions of each of our Objectives can be found on PFSL's standard forms that have been provided to you. You should consider your KYC information, review the descriptions of each of the Objective categories, and then select an Objective that best matches your goal and risk profile.

Content and Frequency of Reporting

Trade confirmations are sent to you as trading in your account occurs. You will also receive a quarterly statement from PFSL containing information about your investment holdings and any transactions that occurred during the period. On an annual basis you will receive an Investment Performance Report, which provides information on the performance of your account since it's opening and throughout the past year. You will also receive an annual Report on Charges and Other Compensation, which provides a breakdown of the costs and compensation that were paid to PFSL over the past year.

Compensation and Reference to Other Sources of Information

If you choose the initial sales charge option, the fund manager deducts the agreed upon amount from your purchase, remits it to PFSL in the form of a sales commission, and invests the net amount. If you choose the low load or deferred sales charge option, your entire amount will be invested, the fund manager will pay PFSL an up-front sales commission, however future withdrawals from your account may be subject to deferred sales charges in accordance with the terms set out in the applicable Fund Facts documents. PFSL may also be paid an ongoing commission (trailer fee) from the fund manager while you own the funds. Trailer fees are not an additional charge paid directly by you to PFSL, but rather are paid out of the management fees collected by the fund manager. Alternatively, some funds are sold on a Dealer Service Fee basis, where the fund manager deducts the fees directly from your investment account and remits the dealer service fees to PFSL.

There may also be other fees and costs charged by the fund manager depending on the nature of your investment. Please review your fund company prospectus or fund facts document for a more detailed description of compensation payable to PFSL and other costs associated with your investment. You may also speak to your Representative for more information about the nature of any fees or compensation paid to PFSL.

Switching Dealers

You may only hold your units of the Primerica Concert™ Allocation Series of Funds (Concert Funds) with PFSL. Your Representative or another PFSL representative, who is registered in your province of residence, may service your account. If you transfer your account to another dealer, PFSL will redeem your units in Concert Fund(s) which may precipitate deferred sales charges, low load sales charges and/or taxes, as applicable.

Trusted Contact Persons

When you open an account with PFSL, you will be asked whether you would like to provide a name and contact information of a trusted contact person(s), whom we may contact in case we need to confirm or make inquiries about any

of the following:

- PFSL's concerns about possible perpetration of fraud or financial exploitation of the client;
- PFSL's concerns about the client's loss of ability to make decisions regarding financial matters;
- The name and contact information of a legal representative of the client; and
- The client's contact information.

A trusted contact person refers to an individual you identify as someone you trust to communicate with your Representative about the matters mentioned above. Providing this information is optional. If you no longer wish for PFSL to contact your trusted contact person(s), please speak to your Representative about withdrawing your consent.

Temporary Holds

In certain limited circumstances, PFSL may place a temporary hold on your account to prevent further trading and transactions from occurring. For example, if we reasonably believe that financial exploitation has occurred or is occurring, we may place a temporary hold. If PFSL places a temporary hold on your account, PFSL will provide you with a notice, including the reasons for the hold, as soon as possible. PFSL will monitor the relevant facts to determine if continuing the hold is appropriate. We will provide you with a notice, including the relevant reasons, if, within 30 days of placing the temporary hold, PFSL determines that the hold should continue.