

Canadian Equity (Jarislowsky)

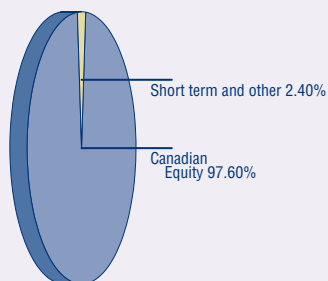
CANADIAN EQUITY FUNDS

Net assets: 101.3 million As at December 31, 2011

Risk level



Asset mix of the underlying fund



Sector Allocation

Canadian Equity Portfolio

Energy	29.88%
Materials	4.19%
Industrials	10.06%
Consumer Discretionary	9.96%
Consumer Staples	9.75%
Health Care	0.00%
Financials	26.73%
Information Technology	0.00%
Telecommunication Services	5.98%
Utilities	1.05%
	97.60%

Top 10 holdings of the underlying fund

Royal Bank of Canada	6.78%
JF Special Equity Fund	6.65%
The Toronto-Dominion Bank	6.52%
Bank of Nova Scotia	5.36%
SNC-Lavalin Group Inc.	4.71%
Enbridge Inc.	3.84%
Metro Inc., Class A	3.73%
Canadian Natural Resources Ltd.	3.71%
TransCanada Corp.	3.62%
Canadian National Railway Co.	3.49%
	48.41%

Investment limits

Min. Max. Real

Industrial Alliance Fund

Short term	0%	20%	(0.10)%
Units of an underlying fund	80%	100%	100.10%

Commentary

The Fund's investment philosophy is to look for growth at a reasonable price. Thus, it seeks to obtain growth of capital while reducing the level of risk. The Fund is invested in three groups of securities. More than half the portfolio is invested in group I securities, which represent large-cap companies that are leaders in their field, in non-cyclical industries. Slightly less than one third of the portfolio is invested in group II securities, i.e., companies belonging to cyclical industries and which carry out their activities on international markets. Finally, less than 10% of the portfolio is invested in group III securities, which contains smaller-cap companies or special situations.

Investment Advisor

JARISLOWSKY FRASER LIMITED
INVESTMENT COUNSEL

Strategy committee

Inception date: November 2008

First offering Ecoflextra: December 2008

Management expense ratio (MER): 3.05% (GST included)

GSB fee rate: 1.25%

Objectives of the Fund

- Long-term capital growth mainly through investments in Canadian equity securities
- Conforms to investment horizons that are sufficiently distant to tolerate the volatility of the market values

Investment style

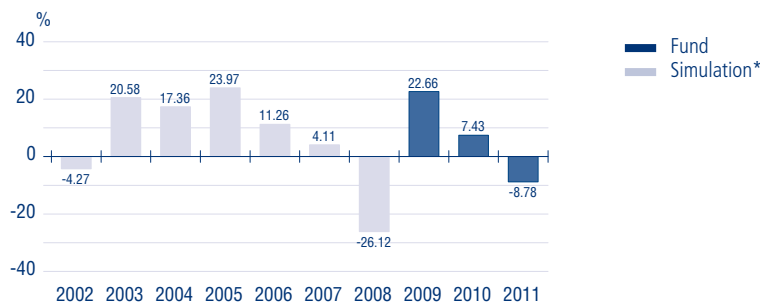
Growth at a reasonable price

Performance Data

The returns or performance information shown assume that all income/realized net gains are retained by the segregated fund in the periods shown and are reflected in higher unit values of the segregated fund. The return or performance information do not take into account sales, redemption, distribution or other optional charges or income taxes payable that would have reduced returns or performance. How the segregated fund has performed in the past does not necessarily indicate how it will perform in the future.

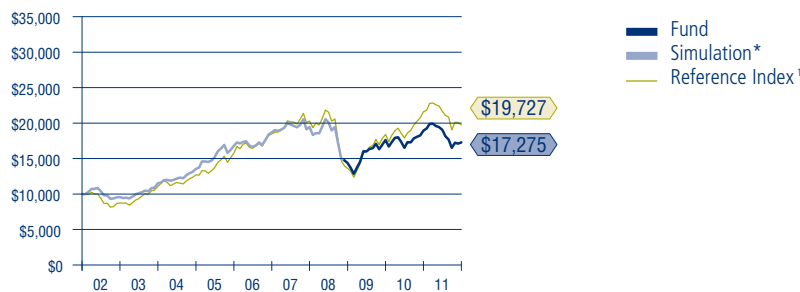
Year By Year Returns

This chart shows the annual performance for each calendar year for the fund starting at its inception date and the annual performance that would have resulted if the fund had existed before that date and the assets held at its inception date had been held throughout the earlier period shown.



Past Performance

This graph shows you how a \$10,000 investment in the fund would have changed in value compared with the reference index using the year by year returns shown above.



Annual Compound Returns

This table shows the simple returns for the monthly period and the historical annual compound total returns calculated for the fund as described above compared to the corresponding returns for the reference index.

	Since November 2008	10 years	5 years	3 years	2 years	1 year	6 months	3 months	1 month	YTD
Fund	8.2	5.6*	(1.6)*	6.3	(1.0)	(8.8)	(9.3)	4.6	1.0	(8.8)
Reference Index ¹		7.0	1.3	13.2	3.6	(8.7)	(8.9)	3.6	(1.7)	(8.7)

¹ S&P/TSX Composite Index

* Simulation of past returns as if the Fund had been in effect for these periods.