

# U.S. Equity

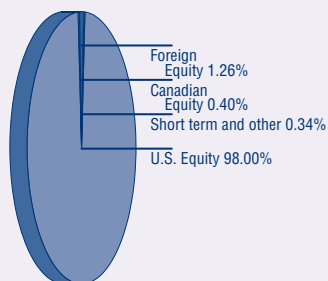
## U.S. & INTERNATIONAL EQUITY FUNDS

Net assets: 248.2 million As at December 31, 2011

### Risk level



### Asset mix of the Fund



### Sector Allocation

#### U.S. Equity Portfolio

Energy	13.54%
Materials	8.48%
Industrials	11.93%
Consumer Discretionary	10.03%
Consumer Staples	7.49%
Health Care	12.18%
Financials	13.44%
Information Technology	20.91%
Telecommunication Services	0.00%
Utilities	0.00%
<b>Total</b>	<b>98.00%</b>

### Top 10 holdings of the Fund

Microsoft Corp.	4.60%
Exxon Mobil Corp.	3.86%
Apple Inc.	3.55%
Freeport-McMoRan Copper & Gold Inc.	3.25%
Hess Corp.	2.91%
Intel Corp.	2.36%
Pepsico Inc.	2.06%
Pfizer Inc.	2.02%
International Business Machines Corp.	1.99%
General Electric Co.	1.94%
<b>Total</b>	<b>28.54%</b>

### Investment limits

	Min.	Max.
Short term	0%	15%
U.S. equity securities	85%	100%

### Commentary

The portfolio manager uses a bottom-up approach to select securities presenting lower than average prices but higher earnings growth, than peers. Quantitative filters are applied to the investment universe in order to rapidly focus attention on the most promising securities. The manager then applies his qualitative judgment combined with some top-down views to select those companies seen as leaders in their respective industries that possess above average earnings growth and stability, management quality and experience, as well as overall market share.

Industrial Alliance has managed this fund since March 2010. Prior this date, it was managed by Legg Mason.

### Investment Advisor



Pierre Trottier, B. Sc. act., MBA, CFA

Inception date: December 2006

Ecoflextra first offering: December 2009

Management expense ratio (MER): 2.96% (GST and HST incl.)

GSB fee rate: 1.25%

### Objectives of the Fund

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

### Investment style

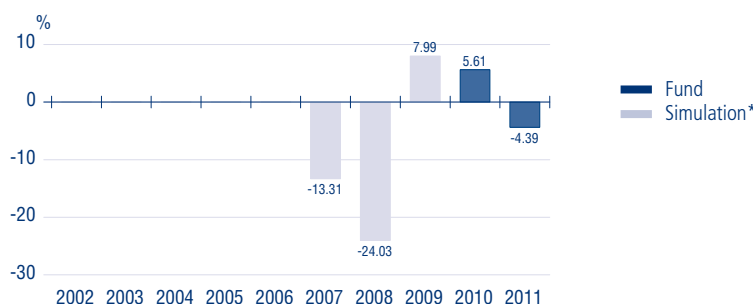
Blend (Growth and Value)

### 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.

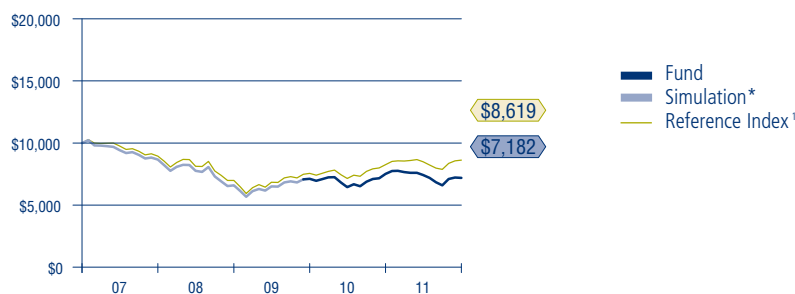
### Year By Year Returns

This chart shows you the fund's annual performance and how an investment made on January 1 would have changed by December 31.



### 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 December 2009	10 years	5 years	3 years	2 years	1 year	6 months	3 months	1 month	YTD
Fund	0.8	-	(6.4)*	2.9*	0.5	(4.4)	(3.2)	8.9	(0.5)	(4.4)
Reference Index <sup>1</sup>	-	-	(2.9)	7.3	6.9	4.4	1.6	9.5	0.8	4.4

<sup>1</sup> S&P 500 (Can. \$).

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