

GENESIS INFO IN BRIEF
Table of net returns as at July 31, 2011 Series IV Plus

	Simple returns ¹			Compound annual returns				Current Annual fees %	Fees of the ² underlying fund %	Investment Advisor
	1 month %	3 months %	YTD %	1 year %	3 years %	5 years %	10 years %			
INCOME										
Money Market	0.0	0.1	0.1	0.2	0.1	1.4	1.7*	0.80	-	Industrial Alliance
Bond	1.9	3.2	3.1	4.2	4.4	3.9	4.3*	2.05	-	Industrial Alliance
Canadian Bond (IA)	1.9	3.1	3.3	4.4	4.9	4.4	4.3*	0.00	1.82	Industrial Alliance
DIVERSIFIED										
Prudent Account	0.2	0.1	1.1	4.7	2.5	2.6	3.2*	1.95	-	Industrial Alliance
Moderate Account	(0.4)	(0.9)	0.5	5.2	1.8	2.1	2.9*	1.99	-	Industrial Alliance
Balanced Account	(1.0)	(2.0)	(0.1)	5.7	1.1	1.6	2.4*	2.04	-	Industrial Alliance
Growth Account	(1.6)	(3.0)	(0.8)	6.2	0.3	1.0	2.0*	2.08	-	Industrial Alliance
Aggressive Account	(2.2)	(4.1)	(1.4)	6.7	(0.6)	0.3	1.5*	2.13	-	Industrial Alliance
Diversified (IA)	(1.2)	(3.5)	(1.1)	8.5	4.3	3.7	4.2*	0.00	2.35	Industrial Alliance
Diversified (Fidelity)	(0.4)	(3.0)	(1.9)	8.7	2.3	4.5	5.8*	0.00	2.46	Fidelity
Global Diversified (Aston Hill)	0.6	(1.8)	2.1	11.7	3.2	2.0*	0.2*	0.00	2.55	Aston Hill
CANADIAN STOCKS										
Dividend Income (IA)	(3.0)	(6.8)	(2.1)	3.6	0.4	0.0	5.8*	0.00	1.90	Industrial Alliance
Dividend Growth (IA)	(3.8)	(6.5)	(1.5)	8.3	2.0	3.4	8.7*	0.00	2.45	Industrial Alliance
Canadian Stock	(4.0)	(8.0)	(4.4)	7.5	(2.6)	2.4	5.3*	2.05	-	Industrial Alliance
Canadian Stock (IA)	(5.0)	(9.2)	(7.7)	2.6	(2.7)	4.7	5.6*	0.00	2.38	Industrial Alliance
Canadian Stock (Fidelity)	(2.5)	(6.1)	(3.3)	10.1	(2.1)	3.3	6.3*	0.00	2.49	Fidelity
Canadian Stock (Dynamic)	(0.7)	(7.5)	(6.5)	8.2	1.6	5.0	9.6*	0.00	2.34	Dynamic
Canadian Stock Small Cap. (Fidelity)	(2.7)	(9.7)	(5.2)	13.3	9.5	8.5	8.5*	0.00	2.44	Fidelity
Canadian Stock (Leon Frazer)	(2.9)	(3.7)	1.7	12.5	3.1	3.4	7.4*	0.00	2.41	Leon Frazer
US & INTERNATIONAL STOCKS										
Global Dividend (Dynamic)	(2.2)	(4.3)	1.5	13.3	1.3	1.6*	-	0.00	2.39	Dynamic
Global Stock	(3.1)	(5.5)	(2.3)	7.1	(4.2)	(4.1)	(3.3)*	2.55	-	Industrial Alliance
Global Stock (Templeton)	(1.1)	(4.3)	0.5	11.4	(2.3)	(2.9)	(0.5)*	0.00	2.50	Templeton
Global Stock (Mackenzie Cundill)	(1.4)	(5.5)	(0.4)	12.3	9.5*	4.8*	6.0*	0.00	2.16	Mackenzie Cundill
Global Stock (Oppenheimer)	(4.6)	(6.9)	(1.6)	8.4	0.3	(1.8)*	(0.8)*	0.00	2.54	Oppenheimer
NorthStar® (Fidelity)	(2.5)	(4.3)	(2.8)	9.3	(0.4)	(0.6)	-	0.00	2.52	Fidelity
International Stock	(2.9)	(5.8)	(2.4)	5.9	(6.0)	(4.9)	(1.7)*	2.55	-	Industrial Alliance
International Stock (Templeton)	(2.0)	(5.0)	(0.7)	8.3	(2.9)	(1.7)	(0.3)*	0.00	2.66	Templeton
European Stock	(4.6)	(8.5)	(0.4)	6.4	(6.9)	(4.8)	(1.7)*	2.55	-	Industrial Alliance
European Stock (Fidelity)	(4.3)	(7.3)	(2.9)	8.4	(7.8)	0.1	0.8*	0.00	2.54	Fidelity
U.S. Stock	(3.3)	(4.8)	(1.7)	8.3	(1.9)	(3.3)	(4.3)*	2.05	-	Industrial Alliance
U.S. Stock (McLean Budden)	(3.4)	(5.0)	(4.1)	6.0	(3.0)	(3.2)	(4.9)*	0.00	2.47	McLean Budden
SPECIALTY										
Emerging Markets (Mackenzie Cundill)	2.2	(4.6)	(7.2)	17.5	4.2	6.4	9.5*	0.00	2.80	Mackenzie Cundill
Global Health Care (Renaissance)	(4.3)	(0.8)	5.7	14.7	1.3	(0.4)	1.1*	0.00	3.28	CIBC
U.S. Stock / DAQ	0.3	(1.7)	0.8	14.8	3.5	3.3	(3.6)*	2.30	-	Industrial Alliance

Returns after deduction of current annual fees. Past performance is not a guarantee of future returns

¹ The rates for the period are non-annualized.

² These fees are as at June 2011 and are subject to change without notice from the external manager.

* Simulation of past returns as if the Account had been in effect for these periods. The returns were calculated according to the management expense ratios for the period concerned.