

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

	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	(0.1)	(0.3)	(0.7)	(1.0)	(1.2)	0.1	0.4*	2.00	-	Industrial Alliance
Bond	0.9	2.5	3.3	2.1	3.3	2.5	3.0*	3.25	-	Industrial Alliance
Canadian Bond (IA)	0.7	2.2	2.9	1.8	3.2	2.4	2.4*	1.75	1.82	Industrial Alliance
DIVERSIFIED										
Prudent Account	(0.4)	(1.1)	0.0	2.1	0.8	1.1	1.9*	3.15	-	Industrial Alliance
Moderate Account	(0.9)	(2.5)	(1.1)	2.2	0.0	0.5	1.6*	3.19	-	Industrial Alliance
Balanced Account	(1.4)	(3.9)	(2.2)	2.3	(1.0)	(0.1)	1.2*	3.24	-	Industrial Alliance
Growth Account	(2.0)	(5.2)	(3.4)	2.4	(2.0)	(0.8)	0.7*	3.28	-	Industrial Alliance
Aggressive Account	(2.5)	(6.6)	(4.5)	2.5	(3.1)	(1.5)	0.2*	3.33	-	Industrial Alliance
Diversified (IA)	(1.7)	(5.1)	(3.8)	4.1	1.5	1.3	2.2*	1.75	2.35	Industrial Alliance
Diversified (Fidelity)	(0.9)	(3.7)	(3.8)	4.9	(0.1)	2.2	4.0*	1.75	2.46	Fidelity
Global Diversified (Aston Hill)	(4.6)	(6.5)	(3.6)	5.0	(0.9)	(0.7)*	(1.9)*	1.75	2.55	Aston Hill
CANADIAN STOCKS										
Dividend Income (IA)	(3.6)	(9.4)	(6.6)	(1.2)	(3.7)	(3.0)	3.6*	1.75	1.90	Industrial Alliance
Dividend Growth (IA)	(0.9)	(7.3)	(3.4)	4.7	(0.6)	1.1	6.6*	1.75	2.45	Industrial Alliance
Canadian Stock	(0.8)	(7.9)	(5.9)	4.1	(4.4)	0.6	4.3*	3.25	-	Industrial Alliance
Canadian Stock (IA)	(2.4)	(10.4)	(10.8)	(3.1)	(5.6)	2.1	3.7*	1.75	2.38	Industrial Alliance
Canadian Stock (Fidelity)	(1.3)	(6.6)	(5.5)	5.4	(4.6)	0.8	4.7*	1.75	2.49	Fidelity
Canadian Stock (Dynamic)	(6.0)	(9.9)	(13.0)	0.1	(2.2)	1.5	7.3*	1.75	2.34	Dynamic
Canadian Stock Small Cap. (Fidelity)	0.6	(7.6)	(5.6)	12.7	7.6	6.6	7.1*	1.75	2.44	Fidelity
Canadian Stock (Leon Frazer)	0.3	(5.3)	1.0	9.9	1.4	1.4	5.5*	1.75	2.41	Leon Frazer
US & INTERNATIONAL STOCKS										
Global Dividend (Dynamic)	(5.7)	(9.1)	(5.3)	5.7	(1.9)	(1.6)*	-	1.75	2.39	Dynamic
Global Stock	(5.0)	(10.1)	(7.8)	1.4	(7.5)	(6.2)	(4.6)*	3.75	-	Industrial Alliance
Global Stock (Templeton)	(7.1)	(11.8)	(7.6)	2.8	(6.8)	(5.9)	(2.9)*	1.75	2.50	Templeton
Global Stock (Mackenzie Cundill)	(7.9)	(11.7)	(9.1)	5.3	4.8*	0.7*	3.3*	1.75	2.16	Mackenzie Cundill
Global Stock (Oppenheimer)	(6.0)	(12.6)	(8.4)	1.7	(4.6)	(4.9)*	(2.9)*	1.75	2.54	Oppenheimer
NorthStar® (Fidelity)	(4.4)	(8.6)	(8.0)	3.6	(4.0)	(3.1)	-	1.75	2.52	Fidelity
International Stock	(7.0)	(11.6)	(9.8)	(2.6)	(9.1)	(7.4)	(3.5)*	3.75	-	Industrial Alliance
International Stock (Templeton)	(7.9)	(12.7)	(9.4)	(1.5)	(7.3)	(5.0)	(2.8)*	1.75	2.66	Templeton
European Stock	(8.0)	(14.7)	(9.0)	(2.6)	(10.3)	(7.6)	(3.5)*	3.75	-	Industrial Alliance
European Stock (Fidelity)	(8.8)	(15.2)	(12.4)	(2.1)	(11.7)	(3.5)	(1.5)*	1.75	2.54	Fidelity
U.S. Stock	(3.3)	(8.8)	(5.6)	5.2	(5.6)	(5.0)	(5.3)*	3.25	-	Industrial Alliance
U.S. Stock (McLean Budden)	(4.7)	(10.5)	(9.5)	0.2	(8.1)	(5.6)	(6.5)*	1.75	2.47	McLean Budden
SPECIALTY										
Emerging Markets (Mackenzie Cundill)	(11.4)	(13.6)	(18.6)	(2.1)	(0.4)	2.2	6.2*	1.75	2.80	Mackenzie Cundill
Global Health Care (Renaissance)	(2.7)	(8.9)	1.8	8.6	(3.0)	(2.7)	(1.0)*	1.75	3.28	CIBC
U.S. Stock / DAQ	(3.0)	(5.4)	(2.9)	12.6	(0.3)	1.0	(3.8)*	3.50	-	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.