

# PLAN SUMMARY

## REFLEX PLAN

**Type of plan: GROUP SCHOLARSHIP PLAN**

**Investment Fund Manager: UNIVERSITAS MANAGEMENT INC.**

**December 14, 2017**

This summary tells you some key things about investing in the plan. You should read this Plan Summary and the Detailed Plan Disclosure carefully before you decide to invest.

### If you change your mind

You have up to 60 days after signing your contract to withdraw from your plan and get back all of your money.

If you (or we) cancel your plan after 60 days, you'll get back your contributions, less the sales charges already paid. You will lose the earnings on your money. Your government grants will be returned to the government. **Keep in mind that you pay sales charges up front. If you cancel your plan in the first few years, you could end up with much less than you put in.**

<b>What is the group scholarship plan?</b>	<p>The REFLEX Plan is a group scholarship plan designed to help you save for a beneficiary's post-secondary education. When you open a REFLEX Plan, we will apply to the Canada Revenue Agency to register the plan as a Registered Education Savings Plan (RESP). This allows your savings to grow tax-free until the designated beneficiary of your plan enrolls in his or her studies. The Government of Canada and some provincial governments offer government grants to help you save even more. To register your plan as an RESP, we need social insurance numbers for yourself and the beneficiary you name in the plan as the beneficiary.</p> <p>In a group scholarship plan, you are part of a group of investors. Everyone's contributions are invested together. When the plan matures, each beneficiary in the group shares in the earnings on that money. Your share of those earnings, plus your government grant money is paid to or on behalf of your beneficiary as Educational Assistance Payments (EAPs).</p> <p>There are two main exceptions. Your beneficiary will not receive EAPs, and you could lose your earnings, government grants and grant contribution room if:</p> <ul style="list-style-type: none"><li>▶ your beneficiary does not enrol in a school or program that qualifies under the <i>Income Tax Act</i> (Canada); or</li><li>▶ you leave the plan before it matures.</li></ul> <p><b>If you leave the plan, your earnings go to the remaining members of the group. However, if you stay in the plan until it matures, you might share in the earnings of those who left early.</b></p>
<b>Who is this plan for?</b>	<p>A group scholarship plan can be a long-term commitment. It is for investors who are planning to save for a beneficiary's post-secondary education and are fairly sure that:</p> <ul style="list-style-type: none"><li>▶ they can make all of their contributions on time;</li><li>▶ they will stay in the plan until it matures;</li><li>▶ their beneficiary will attend a school and program that qualify under the <i>Income Tax Act</i> (Canada).</li></ul> <p>If none of the above describes you, you should consider another type of plan, such as an individual plan that has fewer restrictions. See the summary of our INDIVIDUAL Plan on pages 40 and following in the Detailed Plan Disclosure for more information.</p>
<b>What does the plan invest in?</b>	<p>The plan invests mainly in fixed-income securities such as Treasury bills, bonds issued or guaranteed by the Government of Canada or a Canadian province, or bonds issued or guaranteed by a municipality, school board or a transport company established under Quebec law. The income accumulated on your contributions is or could be invested in Canadian equities. The plan's investments have some risk. Returns will vary from year to year.</p>
<b>How do I make contributions?</b>	<p>With your contributions, you buy one or more "units" of the plan. These units represent your share of the plan. You can pay for them all at once, or make annual or monthly contributions.</p> <p>You may change the amount of your contribution as long as you make the minimum contribution permitted under the <i>Income Tax Act</i> (Canada). You may also change your contribution schedule after you've opened the plan. All of the different contribution options for this plan are described in the Detailed Plan Disclosure, or you can ask your sales representative for more information.</p> <p>This plan requires a minimum total investment of \$250 for a single contribution (including sales charges), or you can contribute as little as \$10.50 per month to subscribe to one unit of the REFLEX Plan.</p>



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	<p><b>5. Your beneficiary didn't receive all his or her EAPs before the cut-off date.</b> If you do not claim all the EAPs for your beneficiary while it is still possible to do so, your beneficiary ceases to pursue eligible studies and does not undertake other studies before the plan expires (35 years), your beneficiary could lose the right to claim other EAPs to which he or she may be entitled under the plan which have not yet been made.</p> <p><b>If any of these situations arise with your plan, contact us or speak with your sales representative to better understand your options to reduce your risk of loss.</b></p>											
<p><b>How much does it cost?</b></p> <p><b>Paying off the sales charges</b></p> <p>If, for example, you subscribe to a unit for your newborn and commit to pay for that unit by making monthly contributions until your plan's maturity date, it will take 29 months to pay off the sales charges according to the calculation method used to deduct these from your contributions. During this time, 34% of your contributions will be invested in the plan.</p>	<p>There are costs for joining and participating in the plan. The following tables show the fees and expenses of the plan. The fees and expenses of this plan are different than the other plans we offer.</p> <p><b>Fees you pay</b></p> <p>These fees are deducted from the money you put in the plan. They reduce the amount that gets invested in your plan, which will reduce the amount available for EAPs.</p> <table><tr><th>Fee</th><th>What you pay</th><th>What the fee is for</th><th>Who the fee is paid to</th></tr><tr><td>Sales charges  <i>Note: A sum equal to the sales charges paid is refunded in full at maturity or in the event of cancellation within 60 days of signing the contract. After this 60-day period, the sales charges are not refunded, but may be credited under certain conditions.</i></td><td><ul style="list-style-type: none"><li>▶ Flat fee of \$200 per whole unit</li><li>▶ Per unit fraction: amount proportional to the fee for a whole unit</li><li>▶ Refunded at plan maturity</li></ul><p>The exact percentage of sales charges depends on the contribution option selected and the age of the beneficiary at the time the plan is opened. This percentage usually ranges from 0.8% to 22.9% of the contributions</p><p>The first contributions you make are used solely to pay sales charges until 50% of these are paid off (equivalent to \$100 for a whole unit). The balance is taken at a 50% rate on subsequent contributions</p></td><td><ul style="list-style-type: none"><li>▶ This is a commission for selling you the plan which is paid to your representative and the company for which he or she works</li></ul></td><td>The Distributor (Universitas Management Inc.)</td></tr></table>				Fee	What you pay	What the fee is for	Who the fee is paid to	Sales charges  <i>Note: A sum equal to the sales charges paid is refunded in full at maturity or in the event of cancellation within 60 days of signing the contract. After this 60-day period, the sales charges are not refunded, but may be credited under certain conditions.</i>	<ul style="list-style-type: none"><li>▶ Flat fee of \$200 per whole unit</li><li>▶ Per unit fraction: amount proportional to the fee for a whole unit</li><li>▶ Refunded at plan maturity</li></ul> <p>The exact percentage of sales charges depends on the contribution option selected and the age of the beneficiary at the time the plan is opened. This percentage usually ranges from 0.8% to 22.9% of the contributions</p> <p>The first contributions you make are used solely to pay sales charges until 50% of these are paid off (equivalent to \$100 for a whole unit). The balance is taken at a 50% rate on subsequent contributions</p>	<ul style="list-style-type: none"><li>▶ This is a commission for selling you the plan which is paid to your representative and the company for which he or she works</li></ul>	The Distributor (Universitas Management Inc.)
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<p><b>Other fees</b></p> <p>Other fees apply if you make changes to your plan. See page 28 of the Detailed Plan Disclosure for details.</p>	<p><b>Fees the plan pays</b></p> <p>You do not pay these fees directly. They are paid from the plan's earnings. However, they affect you because they reduce the plan's returns and, consequently, the amount available for EAPs.</p> <table><tr><th>Fee</th><th>What the plan pays</th><th>What the fee is for</th><th>Who the fee is paid to</th></tr><tr><td>Administration fee</td><td><p>The administration fee may not exceed 1.18% (excluding applicable taxes) of the assets under management</p><p>Any proportion of this fee that is not required to maintain and develop the organization is deducted from any excess of revenues over the company's expenditures in order to bring pre-tax profit to zero and return any surplus to the plans by reducing the rate of the administration fee, if applicable</p><p>Fee subject to applicable taxes</p></td><td>Covers the administration expenses of the plan as well as the trailing commissions paid to the representatives of Universitas Management Inc.</td><td>The investment fund manager (Universitas Management Inc.)</td></tr></table>				Fee	What the plan pays	What the fee is for	Who the fee is paid to	Administration fee	<p>The administration fee may not exceed 1.18% (excluding applicable taxes) of the assets under management</p> <p>Any proportion of this fee that is not required to maintain and develop the organization is deducted from any excess of revenues over the company's expenditures in order to bring pre-tax profit to zero and return any surplus to the plans by reducing the rate of the administration fee, if applicable</p> <p>Fee subject to applicable taxes</p>	Covers the administration expenses of the plan as well as the trailing commissions paid to the representatives of Universitas Management Inc.	The investment fund manager (Universitas Management Inc.)
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	Portfolio management fees	<p>A declining percentage established by the portfolio manager based on total assets invested under its management</p> <p>As at December 31, 2016, this fee represented 0.11% of the average value of assets under management</p> <p>Fees subject to applicable taxes</p>	Covers the management of the plan's investments	The portfolio managers: Fiera Capital Corporation AlphaFixe Capital Inc. Jarislowsky Fraser Limited Montrusco Bolton Investments Inc. State Street Global Advisors Ltd.
	Trustee fee	<ul style="list-style-type: none"> <li>▶ Flat fee of \$27,500 per year for all plans promoted by the Foundation combined</li> <li>▶ This fee is invoiced in proportion to the average value of the assets under management in each of the plans</li> </ul> <p>Fee subject to applicable taxes</p>	Covers the costs to hold the plan's investments in trust	The trustee (Eterna Trust Inc.)
	Custodian fee	<ul style="list-style-type: none"> <li>▶ 0.009% of the annual average assets under management</li> <li>▶ Flat fee of \$8 per transaction on Canadian securities</li> <li>▶ Flat fee of \$15 per wire transfer</li> </ul> <p>Fee subject to applicable taxes</p>	It is used to safeguard the securities and other investments of the plan	The custodian (CIBC Mellon Global Security Services Company)
	Independent Review Committee fee	This fee is invoiced to the different plans and is prorated on the basis of the average value of the assets under management of each plan. In the case of the REFLEX Plan, this fee was \$16,973 (including applicable taxes) for the fiscal year ended December 31, 2016	Covers the services of the plan's IRC. The committee reviews conflict of interest issues between the investment fund manager and the plan	The IRC members
<b>Are there any guarantees?</b>	<p>We cannot tell you in advance if your beneficiary will qualify to receive any payments from the plan or how much your beneficiary will receive, where applicable.</p> <p>We do not guarantee the amount of any payments or that the payments will cover the full cost of your beneficiary's post-secondary education.</p> <p>Unlike bank accounts or guaranteed investment certificates (GICs), investments in scholarship plans are not covered by the Canada Deposit Insurance Corporation or any other government deposit insurer.</p>			
<b>Information</b>	<p>The Detailed Plan Disclosure delivered with this Plan Summary contains further information about this plan. We recommend that you read it. For more information, you can also contact our Customer Service or your sales representative.</p> <p>Universitas Management Inc. 1035 Wilfrid-Pelletier Avenue, Suite 500 Quebec (Quebec) G1W 0C5</p> <p>Phone: 1-877-710-RESP (7377) Fax: 418-651-8030 Email: <a href="mailto:info@universitas.ca">info@universitas.ca</a> Website: <a href="http://www.universitas.ca">www.universitas.ca</a></p>			