

# Fees? What fees?

Your employer wants you to know that your workplace plan is a great way to save for your future. Best of all, at Sun Life your fees are competitive compared to similarly managed investment funds at similar financial institutions.

All investments that are managed for you by someone else have fees, no matter where you invest your money (your workplace retirement savings plan, a bank, an insurance company or a mutual fund company). One advantage of participating in your workplace plan is that the fees you pay may be lower and competitive compared to what a typical retail investor pays.

## What are fund management fees?

At Sun Life, we call the fees you pay fund management fees (FMFs). Other institutions might call them management expense ratios (MERs). FMFs cover the cost of investing in a particular fund, and we state them as an annual percentage of the money you've invested in a particular fund.

## THE FMFS YOU PAY IN YOUR WORKPLACE PLAN COVER:



### Investment management fees (IMFs)

The services of professional investment managers, who choose a fund's investments and build the fund's portfolio. Management activities usually include:

- Visiting companies that the fund manager is considering investing in, analyzing each company's financial statements and assessing the risks associated with each investment.
- Monitoring all the fund's investments and deciding when to sell some and buy others.



### Operating costs

Mainly legal, audit fees and transaction costs. They also include the fund's administrative costs and the costs of its regulatory filings. In some funds, operating expenses also include embedded fees of one or more underlying funds.



### Record keeping costs

Sun Life's costs to administer the plan (as the recordkeeper) and keep records of your account.

They also cover servicing costs, such as quarterly statements, member communications, information sessions, etc.



Life's brighter under the sun

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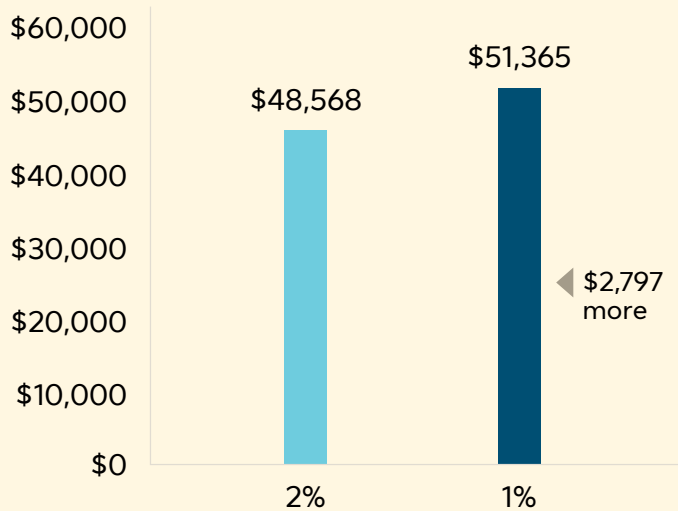
# Less is more when it comes to fees

When you pay lower fees, more of your hard-earned money is invested and growing for you. Here's an example of how much more money you could have by paying 1% in fees each year instead of 2%.

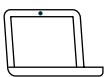
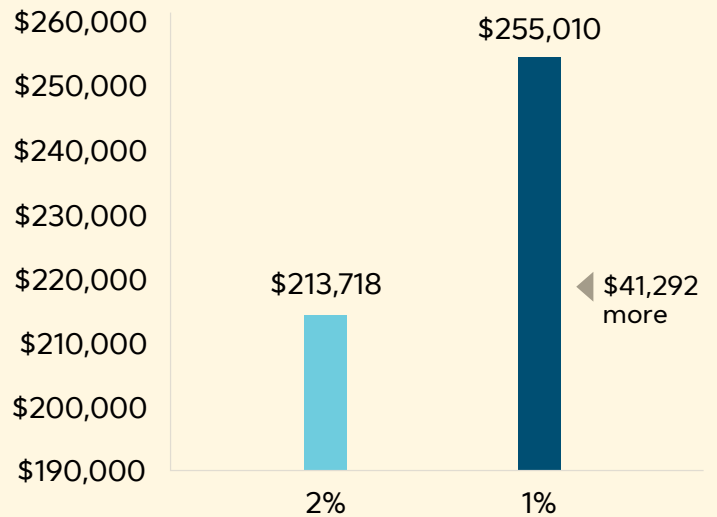
## We calculated the savings below assuming:

- you invest \$4,000 on January 1 each year, and
- you have a 5.5% rate of return before fees each year.

**Savings after 10 years**  
TOTAL CONTRIBUTIONS \$40,000



**Savings after 30 years**  
TOTAL CONTRIBUTIONS \$120,000



## Find your fees online

Find your fees online any time by signing in to [mysunlife.ca](https://mysunlife.ca) then selecting **Manage plan**, followed by **my plan**. At the top of the page click **Plan overview** and select **Account fees**.

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