



# BATIRENTE

2017 Highlights

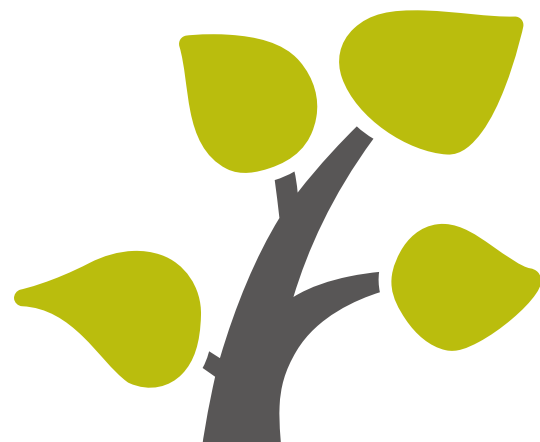
The strength  
of our  
savings.

**FOR 30  
YEARS!**

For 30 years, Bâtirente has worked to develop and offer its members high-performance retirement tools so they can successfully complete this crucial stage in their lives.

Bâtirente is looking towards the future. Strong and worthy of your trust, it is committed more than ever to contribute to the «Successful Retirement» of its 21,000 members. Through solid and sustainable foundations based on efficient and responsible investment strategies, Bâtirente enhances the retirement savings of its 300 CSN-affiliated groups.

- ▶ A strong organization
- ▶ Focused on the future
- ▶ As committed as ever





## NUMBER OF MEMBERS

# 21,013

## HERE FOR ITS 21,013 MEMBERS ACROSS QUÉBEC

Did you know that the number of members who entrust their savings to Bâtirente has increased by more than 4% in 2017 to 21,013 participants? These members, whether they are active or retired workers as well as their spouses are from all over Québec. They are represented by 300 local unions affiliated to the CSN and its various federations.

Bâtirente can count on the commitment and loyalty of its groups. The very first group that joined, the Syndicat national des produits chimiques de Valleyfield, is still with us and 13 new unions joined Bâtirente in 2017.

## DYNAMIC GROWTH, FORWARD-LOOKING

Bâtirente is experiencing a period of growth. The number of groups is on the rise as well as the membership. Total assets under management continued to increase for the third consecutive year to reach \$638.6 M in 2017, up almost 8% over 2016.

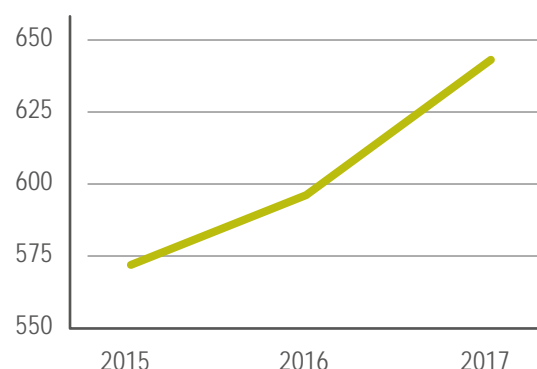
**Strong growth** in the number of retired members: driven by Plannuity, our exclusive retirement support and planning service, assets in our retirement benefit plans grew to \$47.3 M, an 18% increase.

**Increase** in the capital accumulation plans' assets: fueled by members' desire to take advantage of the benefits offered by Bâtirente, assets transferred – whether to consolidate their assets and benefit from reduced fees or to open auxiliary capital accumulation plans such as TFSAs or RRSPs for their spouses – reached record levels. Capital accumulation plans' assets rose by 9.2% to \$542.3 M.

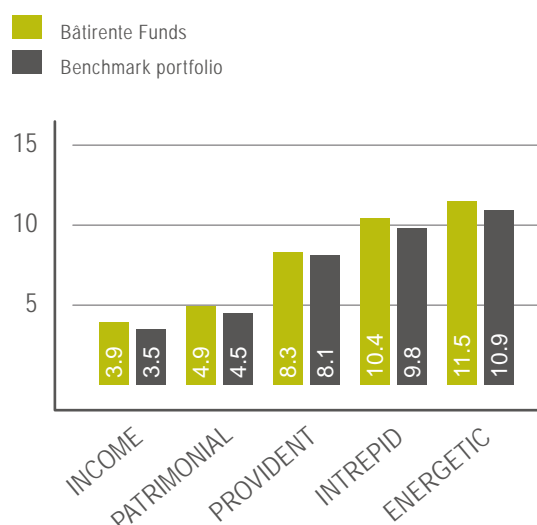
**Higher returns** tailored to each member's risk tolerance: this growth is reinforced by Bâtirente Diversified Funds' good returns in 2017, which ranged from 3.9% to 11.5%. In the interest of its members and for their financial future, the Bâtirente funds are actively managed and continuously assessed in order to adapt to today's major trends and to anticipate those of tomorrow.

## TOTAL ASSETS UNDER MANAGEMENT

in millions of dollars



## BÂTIRENTE DIVERSIFIED FUNDS RETURNS IN 2017 (in %)



ALL ABOVE THEIR BENCHMARK PORTFOLIO



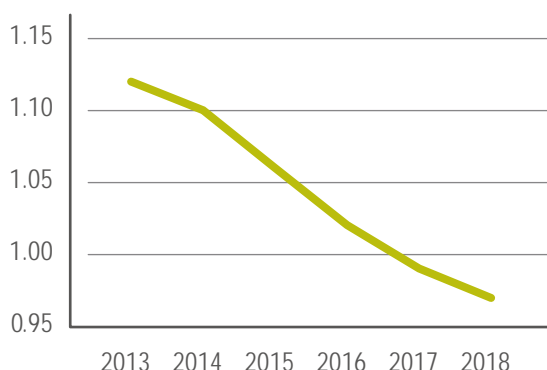
## MANAGEMENT FEES

# 0.97%



GOING DOWN

### CHANGES IN AVERAGE MANAGEMENT FEE RATE FOR PARTICIPANTS LINKED TO A GROUP (in %)



## A SUCCESSFUL RETIREMENT: THE IMPORTANCE OF LOWER FEES

For a second consecutive year, the average fee rate paid by our members is less than 1%. This rate decreases gradually with the growth of the group's wealth. While the average group paid a rate of approximately 1.12% in 2013, it only pays 0.97% in 2018.

As a comparison, the management expense ratios of funds sold by financial institutions are often above 2%.

The advantages of pooling the savings of our active or retired members and their spouses are: having more money available for retirement, enjoying a longer retirement period or even taking an earlier retirement. As a result of these rate reductions, each year more than \$5 M is added to our members' savings.

## HIGH PERFORMING ELECTRONIC TOOLS

Are you among the members who contributed to the 60,000 visits to the Member Services site in 2017?\* Traffic has increased by 23% compared to 2016. New online features are regularly being developed and added to the site to enhance your user experience.

### New in 2017:

- Penny, virtual guide, provides assistance to members with On Target Retirement™, our exclusive retirement goal tracking program.
- Financial statements are now issued quarterly and are available online. The December 31<sup>st</sup> statement draws an overall portrait of the year at a glance.

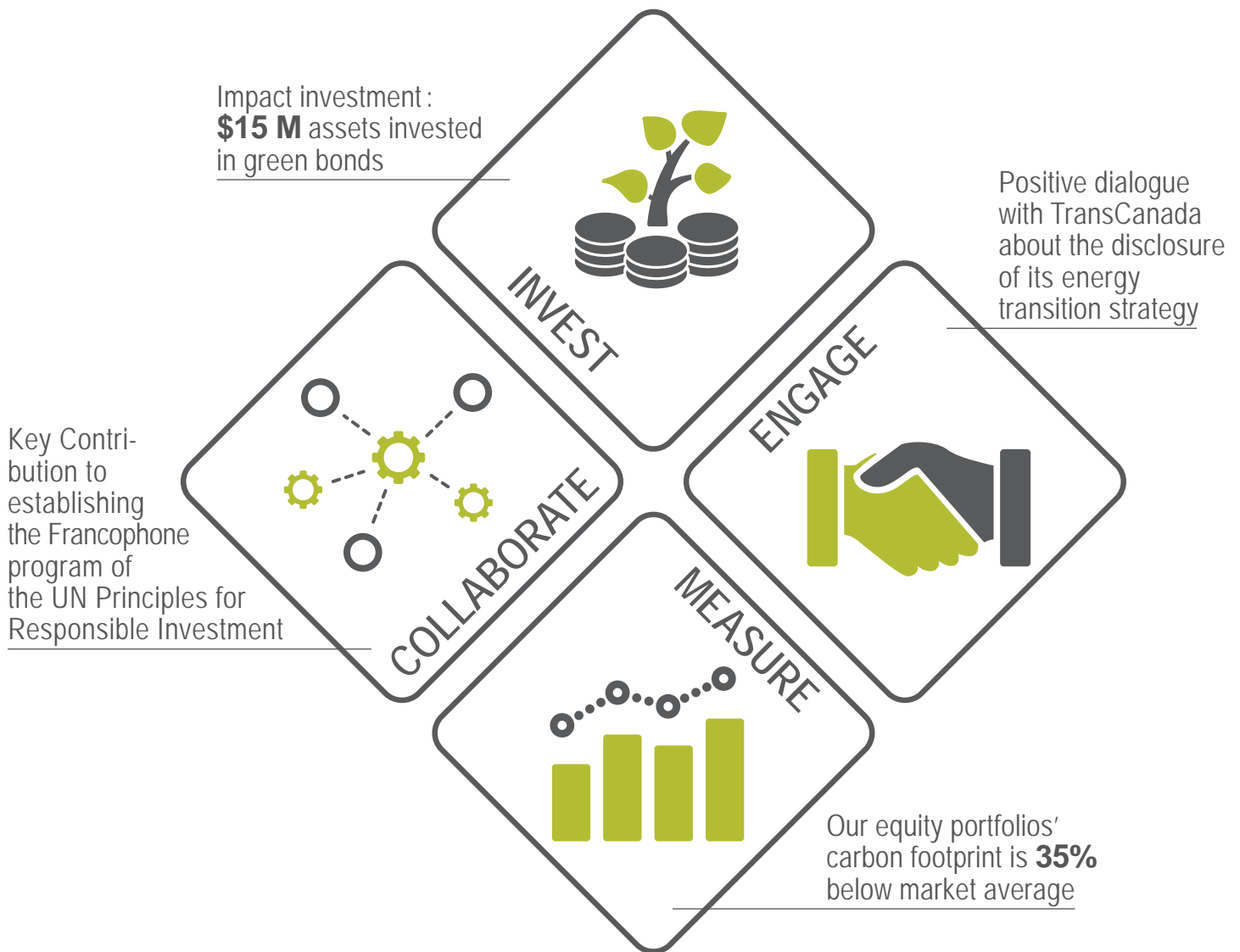
In conjunction with the new image unveiled in 2017, the home page of Bâtirente's website was redesigned to facilitate navigation and the retrieval of information.



\*batirente.qc.ca/en/myaccount

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# A CONCRETE COMMITMENT TO RESPONSIBLE INVESTMENT FOR A SUSTAINABLE PERFORMANCE



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