



BATIRENTE

2018 Highlights

The strength
of our
savings.



Partner of your retirement
Since its inception, Bâtirente's commitment to its groups has been at the centre of its decisions. It is with pride that we contribute to the labour unions' vigour that is reflected in the ever-greater participation of its groups at the annual general meeting of the members of the Corporation.

- ▶ Lower fees for a better retirement
- ▶ Robust funds to protect your savings in the long run
- ▶ A committed and responsible organization
- ▶ Services adapted to your needs and to your retirement

Our complete annual report is available online at batirente.com

AN ORGANIZATION BUILT ON TRUST

In 2018, a large number of groups and members have placed their trust in Bâtirente and as a result, the participation rate, the accumulated savings and the contributions have reached new highs.

A successful retirement: that is the deep motivation that drives Bâtirente. Its goal is to provide a stable retirement income to its members resulting from the strength of the savings of its members who belong to more than 300 groups. This strength enables the deployment of an unparalleled service offer in conjunction with highly advantageous management fee rates.



ACCUMULATED SAVINGS

\$660.2M

a 3.3% growth



GROUPS

306

99.9% retention in 2018



MEMBERS

21,801

a 3.8% increase in 2018



MANAGEMENT FEES

0.965%

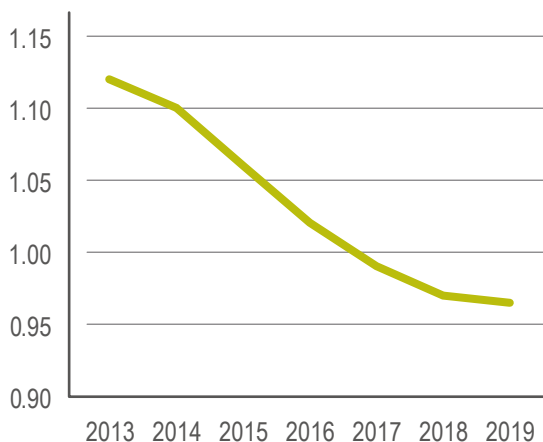
LOWER FEES FOR A BETTER RETIREMENT

Bâtirente understands its members work very hard to successfully save for their retirement. The mutualization of savings offered at Bâtirente provides more advantageous fee rates than what is available in the retail markets. Members can therefore maximize their savings and hence, their retirement income.

The fee rates paid by members of a Bâtirente group gradually decrease as their collective savings increase. While the average group paid a rate of approximately 1.12% in 2013, it only paid 0.965% in 2018. This attractive rate allows yearly discounts of more than \$5M to Bâtirente members.

Lower management fees have a direct impact on our members' funds returns. Lower fees paid means more money in their pockets.

AVERAGE FEE RATE PAID BY MEMBERS (in %)



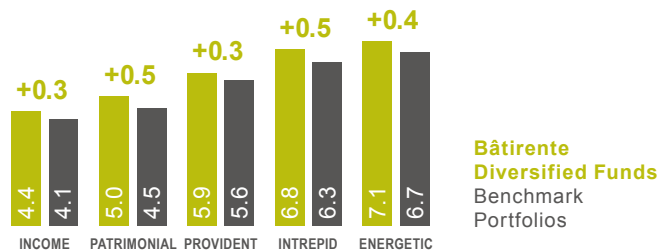
Volatile markets in 2018...

2018 RETURNS



... a stable long-term performance

5 YEAR RETURNS



ROBUST FUNDS TO PROTECT YOUR SAVINGS IN THE LONG RUN

Regarding the investment strategies in 2018, we maintained our efforts to ensure that the Bâtirente Funds remain more robust in the face of economic uncertainties. We also ensured the sustainability of the funds' leadership in responsible investing. The high volatility observed in the markets in 2018 had a negative impact on the absolute performance of our funds. Yet, it should be emphasized that once again, as was the case in previous corrections since the beginning of the millennium, our funds proved to be resilient.

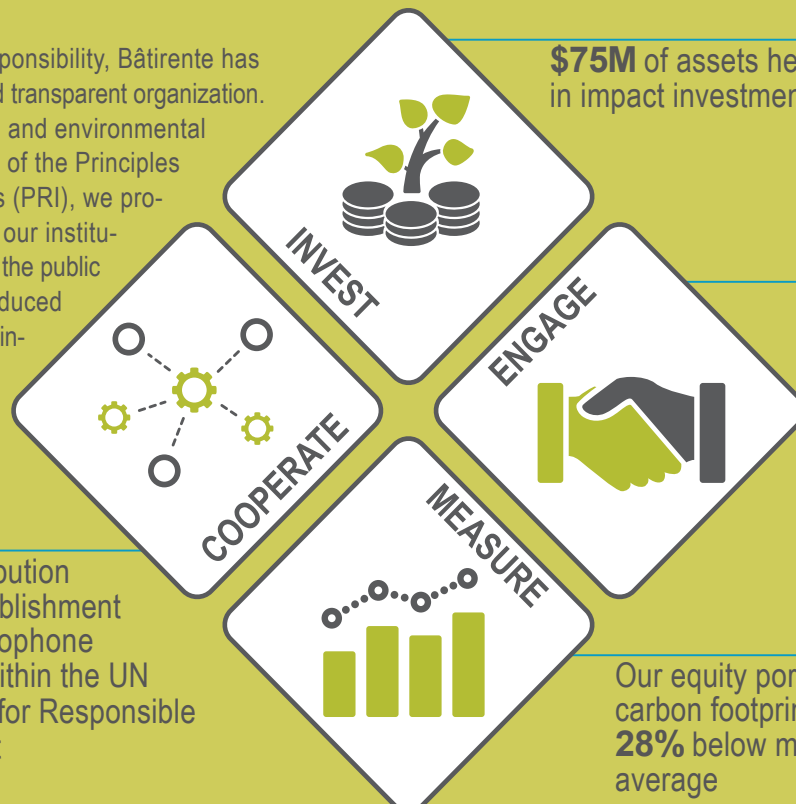
Our funds performance during periods of market turbulence explains to a large extent why our diversified funds have all exceeded the long-term returns of their benchmark portfolios, especially over the last 5 years where on average, the returns were 0.36% higher on an annual basis.

Saving for retirement is a long-term process. It is important to have the capacity to address the turmoil and upheavals that will inevitably occur. In times of volatility, more robust funds help us feel more confident when dealing with such events.

A COMMITTED AND RESPONSIBLE ORGANIZATION

As it exercises its social responsibility, Bâtirente has always been a committed and transparent organization. It keeps records of its social and environmental footprint and, as a signatory of the Principles for Responsible Investments (PRI), we provide yearly reports detailing our institutional investment practices in the public markets. Bâtirente has introduced an action plan aimed at sustainable development for the 2018-2020 period.

Key contribution to the establishment of a Francophone program within the UN Principles for Responsible Investment



\$75M of assets held in impact investments

Positive dialogue with Alimentation Couche-Tard regarding the disclosure and communication of its ESG management issues

Our equity portfolio's carbon footprint is **28%** below market average

SERVICES ADAPTED TO YOUR NEEDS AND TO YOUR RETIREMENT

The use of the website's *Member Services* section of the batirente.com website continues to progress at a remarkable pace with more than 70,000 visits in 2018, a 17.5% increase over 2017. To meet this growing demand, Bâtirente and its partners continue to invest in the enhancement of the member experience.

Thus, during 2018 and 2019, the website's secure section will have undergone a complete transformation in order to simplify and enrich its utilization on mobile devices. As well, at the beginning of 2019, Bâtirente will have launched a revamped version of its site to offer an even richer and more dynamic content.

Moreover, Bâtirente now offers quarterly financial statements to its members. They are available in the secure section *My Account* of the website. Furthermore, members receive a printed statement at the beginning of the year that provides a comprehensive financial picture of the past year.

It should be noted that these developments do not come at the expense of Bâtirente's quality of services and its human approach which are at the heart of its action.



Subscribe to the newsletter by using the link at the top of our website's homepage.

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