

This Product Disclosures and Acknowledgements (“PSI Product Disclosure”) is being provided by People’s Securities, Inc. (“PSI”), to help me understand the products I may choose to purchase to meet my investment and/or insurance needs. When used in this Disclosure, the terms “you” and “your” refer to PSI, and the terms “I”, “we”, “us”, “me” and “our” refer to the account owner(s).

PSI IS NOT A BANK AND INVESTMENT PRODUCTS, INSURANCE PRODUCTS, ANNUITIES OR ADVISORY SERVICES OFFERED BY IT OR ITS AFFILIATES ARE NOT DEPOSITS OF, OR GUARANTEED BY, PEOPLE’S UNITED BANK, N.A. OR ANY OF ITS DIVISIONS OR AFFILIATES. INVESTMENT PRODUCTS, INSURANCE PRODUCTS, ANNUITIES OR ADVISORY SERVICES ARE NOT INSURED BY THE FEDERAL DEPOSIT INSURANCE CORPORATION (“FDIC”) OR ANY FEDERAL GOVERNMENT AGENCY. INVESTMENT, INSURANCE, ANNUITY PRODUCTS, AND ADVISORY SERVICES ARE SUBJECT TO RISK, INCLUDING POSSIBLE LOSS OF THE PRINCIPAL AMOUNT INVESTED.

1. I acknowledge that PSI is a wholly owned subsidiary of People’s United Bank, N.A. I authorize PSI to make available to People’s United Bank, N.A., its subsidiaries and other affiliates, information concerning me for use in joint marketing programs and other similar activities involving the integration of financial services provided by People’s United Bank, N.A. and its subsidiaries and other affiliates.
2. I acknowledge prior receipt of People’s United Bank’s Privacy Notice. Except as set forth in the Privacy Notice, required by applicable law, rule or regulation, or in order to perform services, both parties agree to treat information provided in connection with this relationship and this Disclosure as confidential. Please read the People’s United Bank Privacy Policy Notice for additional details.
3. I acknowledge that PSI is registered with the Securities and Exchange Commission as a securities broker-dealer engaged in the purchase and sale of securities, and with the Financial Industry Regulatory Authority registered as a securities broker-dealer.
4. I understand that the products offered by PSI are:
  - not bank deposits, are not guaranteed by People’s United Bank, N.A., its affiliates, or PSI; and
  - not insured by the FDIC or any other federal government agency, and;
  - subject to investment risks, including the possible loss of principal.
5. I agree that I will notify PSI promptly in writing of any material changes in my financial circumstances or objectives, and of changes to my name, address, telephone number and other contact information.

## PRODUCT DISCLOSURES AND ACKNOWLEDGEMENTS

6. I understand that employees of People’s United Bank, its subsidiaries, or affiliates, may receive an incentive for referring customers to PSI.
7. I understand that PSI and/or its agents do not provide tax or legal advice.
8. I understand that it is PSI’s policy that, once the beneficiary of an account with a Uniform Gift to Minors Act or Uniform Transfers to Minors Act (collectively “UGMA/UTMA”) type registration attains age 21 the account will, to the extent possible by PSI, be restricted to liquidating transactions only until the assets are transferred to the minor. If the minor contacts PSI earlier than age 21, and informs us that they are over 18 and are also over the age of majority in their state of residence, PSI will send a notification to the custodian informing them that the assets should be transferred to the minor and that the account will be restricted, to the extent possible by PSI, to liquidating transactions until that occurs.
9. All transactions recommended by representatives of PSI are subject to review for suitability. This review may take up to seven business days and, in some cases, may result in PSI declining to accept a transaction, even if recommended by one of its representatives.

***Before purchasing investment or insurance products it is important to understand the concepts of the products I am selecting as outlined on the next few pages.***

### Investment Advisory Services

PSI is not registered as an investment advisor. However, in certain circumstances it may refer me to, or coordinate advisory services with, its affiliate, People’s United Advisors, Inc. (“PUA”). PUA is a registered investment adviser which is a wholly-owned subsidiary of People’s United Bank. If I choose to enter into an agreement with PUA it will provide me with one or more of the investment services described in its Form ADV Part 2A Firm Disclosure Brochure (“Firm Disclosure Brochure”). The terms of any PUA agreement will govern the investment advisory relationship. I will receive, and I should read and understand, PUA’s Firm Disclosure Brochure prior to, or contemporaneously with the execution of any PUA agreement.

### Annuities and Insurance

In providing these services, PSI is acting as agent for one or more insurance companies or “Issuers” to offer fixed and variable annuities or life, health, disability and long term care insurance to me.

**Any guarantees are subject to the claims-paying ability of the underlying insurance company.**

The insurance company pays PSI a commission at the time

I pay my initial premium, and at the time of any subsequent renewal. This commission is not deducted from my annuity or insurance principal or contract. If I do not accept the annuity or insurance contract, no commission will be paid to PSI, its agent or any other person or entity.

Annuities and some insurance policies may have a surrender charge. I do not pay a front-end sales charge when purchasing an annuity or insurance policy, but I may pay a contingent deferred sales charge ("CDSC") to the insurance company if I liquidate the contract before the end of a certain period of time. The percentage amount of the CDSC usually declines over time. Typically, I do not pay any sales charges or annual operating expenses when I purchase a fixed annuity, fixed indexed annuity, or an insurance policy. However, I will pay an annual fee for the maintenance of a variable annuity contract or variable insurance policy, which is expressed as a fixed percentage. The insurance company considers all its costs, including commissions, when determining the interest rate caps, spreads, and fixed rates for the annuity contract including any CDSC.

If I surrender a contract/policy, or withdraw more than the amount available under the withdrawal provisions of the contract, CDSC charges will apply. CDSC charges may invade the principal of an annuity contract amount that was initially invested if there is insufficient interest accrued to cover the CDSC charges.

I understand that PSI and its agent(s) are not undertaking the responsibility to provide ongoing monitoring of the insurance carriers or other matters related to the recommendation, its continued prudence, any changes or outcomes, or any other matter associated with, but subsequent to, the recommendation.

### Annuities

Annuities can be structured according to a wide array of details and factors, such as the duration of time that payments from the annuity can be guaranteed to continue. Annuities can be created so that, upon annuitization, payments will continue so long as either the annuitant or their spouse (if a survivorship benefit is elected) is alive. Alternatively, annuities can be structured to pay out funds for a fixed amount of time, such as 20 years, regardless of how long the annuitant lives. Furthermore, annuities can begin immediately upon deposit of a lump sum, or they can be structured as deferred benefits.

Annuities can be structured generally as either fixed or variable. Fixed annuities provide regular periodic payments to the annuitant. Variable annuities allow the owner to receive greater future cash flows if subaccount investments of the annuity do well and smaller payments if its subaccount investments do poorly. This provides for a less stable cash flow than fixed annuities, but allows the annuitant to reap the benefits when

there are strong returns from the annuity's subaccount's investments.

When I purchase an annuity within a tax-qualified retirement plan such as an IRA or 401(k), I get no additional tax advantage from the annuity since earnings and income in such a plan are already tax-deferred. I should consider purchasing an annuity within a tax-advantaged retirement plan only if it makes sense because of the annuity's other features such as lifetime income payments and death benefit protection. Additionally, distributions made prior to age 59 1/2 may be subject to a federal income tax penalty of 10%. Taxable distributions, at any age, may be subject to income tax.

If I purchase an additional rider attached to my annuity, I may pay an additional fee and should understand how the rider works before purchasing it. If I purchase an income benefit rider, I understand that the income benefit base is used to calculate the income benefit only. The income benefit is separate from the contract market value and is not available for withdrawal.

I acknowledge that annuity applications and premium will not be transmitted to the issuer of the annuity contract until People's Securities has completed its compliance review which may take up to 7 business days.

**Market Value Adjustments:** annuities may allow for the adjustment of the value of the annuity (positive or negative) when I take a withdrawal(s) outside of a permitted window. This adjustment would be based on the relationship of market interest rates at the time of the withdrawal and the guaranteed interest rate of the annuity. The general relationship is as follows: if interest rates move higher than the guaranteed rate at the time of the withdrawal, I may receive less than my investment and, conversely, if interest rates move lower than the guaranteed rate at the time of the withdrawal, I may receive more than my current investment's value.

**Immediate (income) and deferred income fixed annuities** may not allow for changes to the annuitant, the beginning payment date, the frequency of payments, the payment amounts, or the elected payout option after the expiration of the right to examine ("free look") period stated in the contract.

**Indexed annuities** offer a number of different crediting methods or caps and may limit the amount of interest credited, regardless of the performance of the indices. While the values of the indexed annuity contract may be affected by an external index, the contract does not directly participate in any stock or equity investment.

**Variable annuities** offer a variety of subaccounts. Many variable annuity subaccounts invest in mutual funds, which are subject to market risk. The market value of these sub-account investments may go down in value, including the possible loss of principal. There are also fees and expenses imposed by the underlying investment sub-accounts, as shown in the

prospectus.

## Insurance

PSI offers term and whole (permanent) life insurance, disability insurance, and long-term care insurance. There are a number of things you should consider when purchasing an insurance policy. It is the responsibility of the policy owner(s) to keep any life insurance policy in force by paying all premiums due.

Term, whole life and universal life insurance contracts are not subject to investment risk.

Variable insurance policies involve investment risk. This means the value of my investment may go down, including the possible loss of principal invested. Any guarantees or benefits associated with variable insurance products are subject to the terms of the insurance contract. Variable life insurance policies offer a variety of subaccounts. Many variable life insurance subaccounts invest in mutual funds, which are subject to market risk and may lose value.

Variable insurance contracts may include certain features similar to whole life (the insurance company cannot change the internal expenses and the policy holder cannot change the death benefit) or variable universal life (offering a flexible premium, an adjustable death benefit, and allows the insurance company to change the internal expenses) insurance contracts.

## Municipal Securities & Fixed Income

**Although bonds generally present less short-term risk and volatility than stocks, bonds do entail interest rate risk (as interest rates rise, bond prices usually fall and vice versa) and the risk of default (or the risk that an issuer will be unable to make income or principal payments). Additionally, bonds and short-term investments entail greater inflation risk, or the risk that the return of an investment will not keep up with increases in the prices of goods and services, than stocks.**

I understand that any fixed-income security sold or redeemed prior to maturity may be subject to a substantial gain or loss.

My investment income and principal are subject to the credit risk of the issuer of the bond. If an issuer defaults no future income payments will be made and I may suffer loss of principal.

A group of bonds with overlapping maturities also known as a "bond ladder" can reduce interest rate and inflation risk. However, I understand that a bond ladder, depending on the types and amount of securities within the ladder, may not ensure adequate diversification of my investment portfolio. This potential lack of diversification may result in

## PRODUCT DISCLOSURES AND ACKNOWLEDGEMENTS

heightened volatility of the value of my portfolio.

Investing in municipal bonds for the purpose of generating tax-exempt income is generally more beneficial the higher my tax bracket is. Tax-advantaged accounts such as IRAs and 401(k)s are generally not appropriate for holding tax-exempt municipal securities as I would not be receiving any additional tax benefit.

Market prices of zero coupon bonds tend to be more volatile than bonds which pay interest regularly. The full value of zero coupon bonds, including accrued interest, is not paid until maturity. Interest on taxable zero coupon bonds is imputed annually as accreted interest and is subject to income taxes even though no payment is actually received by the investor in that year. This is often referred to as "phantom interest".

## Brokered Certificate of Deposit

A brokered certificate of deposit (Brokered CD) is a CD purchased through a brokerage firm. Interest rate terms may differ significantly from simple rates paid by traditional CDs. However, it's important to note that Brokered CDs may have longer maturity dates (in some cases up to 20 years) than traditional CDs.

I understand that FDIC insurance protection may or may not be available depending on whether the individual aggregate limit or joint aggregate limit of the account owner(s) at each insured, issuing institution has been exceeded. FDIC insurance only guarantees timely payment of principal and interest. FDIC insurance does not eliminate market risk.

The principal protection feature of a Brokered CD applies only when the product is held to maturity or the exercise of the death put.

I understand that long-term CDs are subject to market price fluctuations primarily affected by prevailing interest rates. When choosing to sell a Brokered CD prior to maturity, I understand that the pre-maturity sales price of the Brokered CD may be less than its original purchase price.

Brokered CDs may also have a call feature. Callable CDs give the issuer the right to redeem the CD before the maturity date. This typically happens when a long-term CD is trading at a premium to its call price in the secondary market. The issuer has the right to call the CD, and it may be called at a time when less favorable interest rates are available for reinvesting the funds.

A "Certificate of Deposit Disclosure Statement" will be mailed to me when I purchase a Brokered CD.

## Mutual Funds and 529 Plans

The redemption value of an investment in mutual funds may be more or less than the amount originally invested, depending on market conditions. I can sell my investment at

any time, but because of the costs involved and market risks, investing in mutual funds is generally not appropriate for short-term needs.

When making the initial purchase of a mutual fund, I will receive a copy of the mutual fund's prospectus. It is my responsibility to read the prospectus and understand the features, expenses, risks and investment objectives of the mutual fund before I invest. I understand that the investment objective of the mutual fund may not be achieved.

**I will pay a sales charge and/or other fees when I purchase mutual fund shares.** Different share classes provide me with choices for how I wish to pay for my investment. Each share class will invest in the same investment portfolio of securities and will have the same investment objectives and policies. However, each share class will have different sales charges and expenses. This share-class structure allows me to select a fee and expense structure that is appropriate for my individual investment goals.

- **If I purchase Class A Shares, I will pay a front-end sales charge. This charge is deducted from my principal at the time of purchase.** The amount of the sales charge typically decreases for larger investment amounts, with discounts available at different investment levels (called "breakpoints"). I may qualify for breakpoints based on the value of combined mutual fund investments.
- **If I purchase Class B Shares, I will be subject to paying a contingent deferred sales charge (CDSC) if I make a redemption within the time period disclosed in the fund prospectus.** The amount of the CDSC declines over time such that it is eliminated after a number of years. Most Class B shares charge higher annual expenses than Class A shares, but after a specified number of years, Class B shares automatically convert to Class A shares.
- **If I purchase Class C Shares, I will typically not pay a front-end sales charge. However, Class C funds tend to charge higher annual expenses than Class A shares.** Like Class B shares, Class C shares also typically have a CDSC, but the CDSC on Class C shares generally declines to zero after twelve months. However, unlike Class B shares, Class C shares typically do not convert to Class A shares, so I will pay the higher annual expenses for as long as I hold the investment.

**If any mutual fund investment in a single mutual fund family exceeds a specific dollar amount, I may be eligible for a lower sales charge, even if the mutual fund(s) are held elsewhere.** A letter of intent or rights of accumulation may reduce my sales charge. If I purchase mutual fund shares in more than one mutual fund family, I understand that I am less likely to receive pricing discounts that may be available,

## PRODUCT DISCLOSURES AND ACKNOWLEDGEMENTS

and will not have the ability to make exchanges without additional sales charges as I can among mutual funds within a single fund family.

**Government Bond Funds Are Not Guaranteed. Although payments of principal and interest on underlying U.S. Government securities are guaranteed to be paid to the mutual fund, the market value of my shares will fluctuate.** If I purchase a bond mutual fund, there is no maturity date, as there is with individual bonds, and the value of my investment will fluctuate over time. I understand that bond prices, and therefore the value of bond mutual funds, generally move in the opposite direction of interest rates. In other words, bond prices tend to fall in periods of rising interest rates (and vice versa). Bond mutual funds are intended to be long-term investments.

**International Mutual Funds Involve Additional Risks in addition to normal market risk.** International funds, which invest in businesses outside of the United States, involve additional risk because their income and principal are exposed to fluctuating currency exchange rates. Some international funds may invest in uncertain political environments and economic conditions.

### Additional Information for 529 Plans

A 529 plan is an investment vehicle that allows individuals to save for college on a tax-advantaged basis. Most states offer at least one 529 plan. State programs vary and therefore I should carefully review individual program documents before investing to learn more about the particular plan and its fees and expenses. Before investing in a plan, I should also consider whether my or my beneficiary's home state offers any state tax benefits and fee savings to in-state residents. If I purchase a 529 plan through PSI, PSI and my Financial Advisor receive compensation from the 529 plan program sponsor in much the same manner as when I purchase mutual funds.

Participation in a 529 Plan does not guarantee the investment return on contributions, if any, will be adequate to cover future tuition and other higher education expenses. Federal income tax on the earnings and a 10 percent penalty on distributions for non-qualified expenses may apply. Like mutual funds, a single college savings plan may offer more than one "class" of shares to investors. Often referred to as A, B or C classes, units or fee structures, each class has different fees and expenses. I should review the plan offering document to determine whether a particular college savings plan offers more than one share class.

If I have any questions, I will contact my Financial Advisor or can contact the PSI Customer Relationship Group at 1-800-392-3009.

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