

RBC Dominion Securities Inc.

Private Investment Management with the Harris- Lowe Group

The freedom to enjoy your life

PRIVATE
INVESTMENT
MANAGEMENT™

| RBC Dominion Securities Inc.



Wealth Management
Dominion Securities

Private Investment Management

The freedom to enjoy your life

Designed for high-net-worth clients who prefer to delegate their day-to-day investment management to highly qualified portfolio managers:

- Affluent individuals and families
- Businesses
- Institutional investors
- Foundations and not-for-profits

It's freedom from the day-to-day details of managing wealth – like monitoring your portfolio, the markets and buy/sell decisions – so you can focus on what's really important to you.



The Benefits for You and Your Family

- Unlike most money management programs, you have direct access to your accredited Portfolio Manager (**Paul Harris-Lowe**), who is accountable for investment decision-making and performance
- The Portfolio Implementation and Risk Monitoring Group, who monitors your portfolio for alignment with our investment management guidelines and the directives set out in your customized Investment Policy Statement (IPS)
 - Your personal asset allocation
 - Investment preferences
 - Tax considerations
- The vast resources, risk monitoring, research and technology of RBC Dominion Securities, Canada's largest wealth management firm by market capitalization*

*Source: "The Fee-Based Report Summer 2015." Published by Investor Economics, a division of Strategic Insight, an Asset International Company

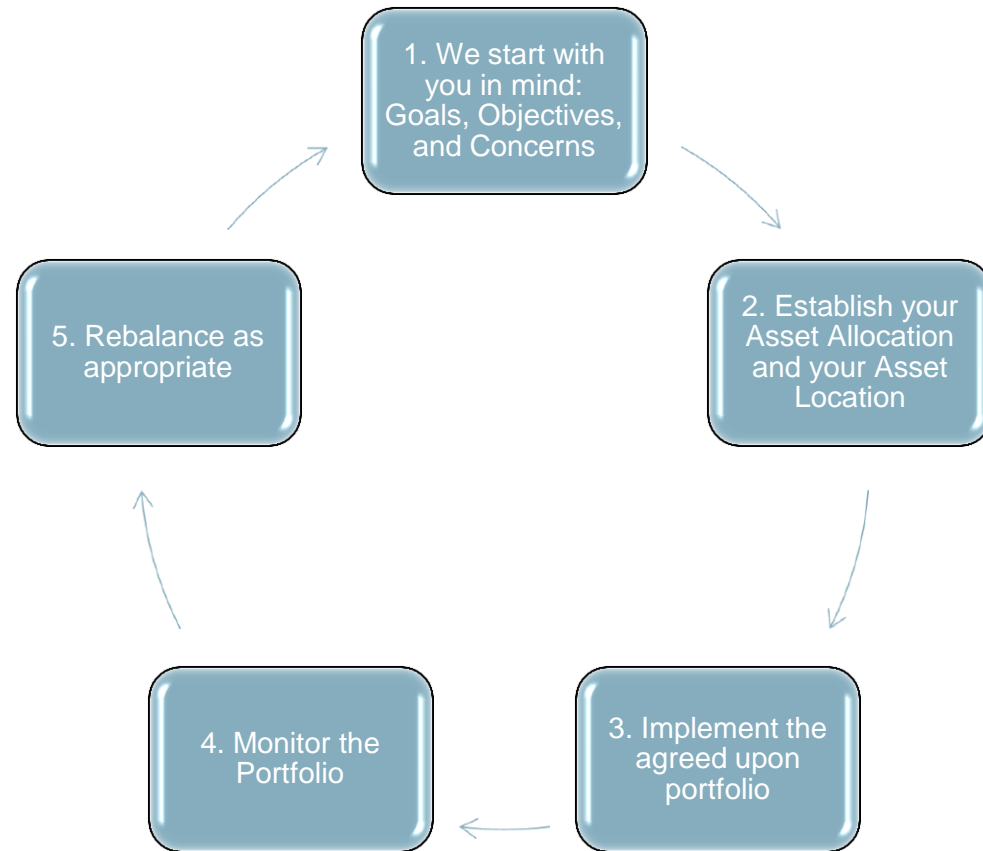
The Right People

An “investment boutique” within a larger firm

The **Harris-Lowe Group** is part of an elite group of portfolio managers within RBC Dominion Securities:

- Approved by the Investment Industry Regulatory Organization of Canada to provide discretionary portfolio management
- Hold, at minimum, the advanced Chartered Financial Analyst (CFA) or Canadian Investment Manager (CIM) designation
- **Demonstrated skills as well as disciplined portfolio management strategy**
- **Must have sufficient assets under management and required years of experience**

The HLG Approach – Unique Portfolio Management



1. We Start with You In Mind

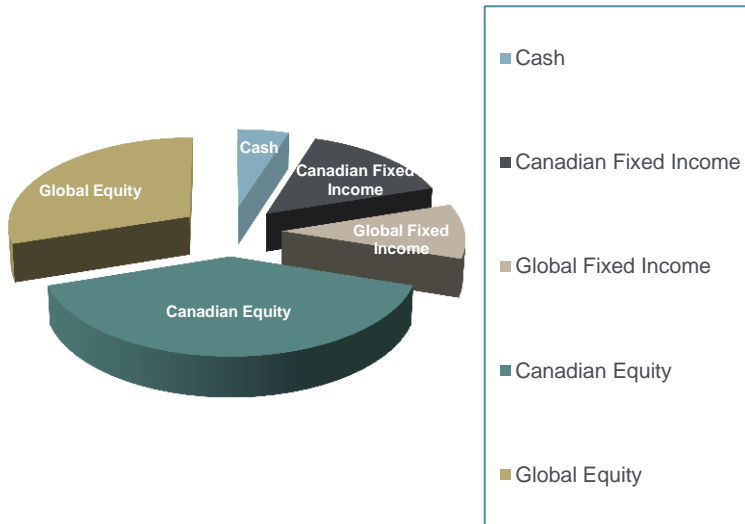
Understanding Your Goals, Objectives, & Concerns allows us to:

Establish Your Time Horizons	Understand your risk appetite	Establish the maximum amount of risk that can be taken	Establish your 'minimum acceptable rate of return'
<p>It is critical to understand:</p> <ul style="list-style-type: none">- When you may need to use these funds- The potential amount and frequency- How long do the funds need to last?	<p>What have been your past investment experiences? How did you create your current wealth? How do you define a 'risky' investment?</p>	<p>How much risk can your portfolio handle without jeopardizing your goals?</p>	<p>This is the average return that the portfolio will be constructed to attempt accomplish based on a long term average.</p>

2. Establish Your Asset Allocation and Asset Location

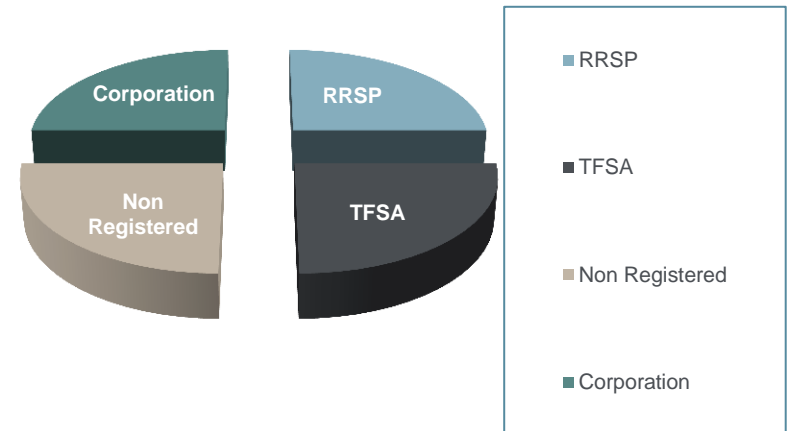
Objective: Create the highest after tax rate of return

Asset Allocation



Establishing your optimal asset allocation is critical for your portfolio's overall performance metrics as risk parameters.

Asset Location



Establishing where those asset classes should be held is critical in creating your greatest net after tax rate of return.

3. Implementing Your Portfolio

Understanding the HLG Process



Step 1: Developing the Models

- We apply a unique process of selecting and maintaining the Global Securities that will make up your portfolio
- This process now has a history of over 10 years
- The focus on the equity side is to find a combination of good growth potential coupled with solid predictable income streams
- The fixed income strategy is to use a diversified approach due to the current interest rate environment
- *The end goal is to provide you superior returns with less volatility than the market*



Step 2: Determine Your Asset Allocation & Asset Location

- We guide you through the process of determining the correct allocation
- The benefit to you is that you have a portfolio that is unique to you and your circumstances
- Why is this important? We understand the implication of taxes and how tax erodes your return
- The end result is that our unique approach allows us to implement the most tax efficient way to hold different types of securities



Step 3: Maintaining Your Portfolio

- Once your portfolio parameters have been set and implemented, our team applies our maintenance strategies
- The top focus is consistent research and analysis of the markets and the current holdings of the portfolios
- Through time our tested process, we determine A) if each holding still meets the disciplined parameters to remain in the portfolios & B) are there other securities that are presenting buying opportunities
- Your portfolio is then re-aligned accordingly

4. Monitoring Your Portfolio

A More Detailed Understanding

Monthly	Quarterly	Annually
<p>Each individual security in the portfolios are scrutinized. Two parameters are focused on:</p> <ul style="list-style-type: none">- Fundamental Analysis - strength of the stock based on it's underlying economic data- Technical Analysis - perceived strength or weakness of the stock relative to it's history and the current market trends <p>Based on this analysis, the portfolios are updated</p>	<p>Every quarter, the HLG team will touch base with you to ensure you:</p> <ul style="list-style-type: none">- Understand the changes/no changes made in the portfolios- Provide an overview of the past quarter- Provide an outlook for the next quarter- Be available to you to answer any questions that you may have	<p>At the end of March, all of the models are evaluated to determine:</p> <ul style="list-style-type: none">- What positions will be maintained- What positions will be replaced <p>This is done through a rigorous process of analyzing over 200 Global Companies' year end financial statements</p> <p>The data is implemented into the unique parameters of the model to determine it's status</p>

5. Rebalance as Appropriate

Understanding Your IPS

Your **'Investment Policy Statement'** (IPS) is a formulated document that sets the guidelines and risk parameters that the Harris-Lowe Group will manage your portfolio to. It is signed by both you and the Portfolio Manager (Paul Harris-Lowe) and is evaluated on an annual basis (at a minimum).

Asset Class	Minimum	Long Term Target	Maximum
Cash & Equivalents	0%	5%	40%
Fixed Income	20%	35%	60%
Equity	30%	60%	70%

This is establishes your acceptable level of risk.

On an on-going basis, your IPS establishes both your 'strategic' asset mix as well the potential 'tactical' moves that could be made. ***This shapes the first component of rebalancing.*** Further guidelines are established to determine maximum weightings in each security.

Note: Your IPS document will be updated annually to ensure that the parameters still meet your requirements and circumstances. If things have changed, the IPS will be updated and your asset mix will be rebalanced accordingly. ***This shapes the second component of rebalancing.***

Portfolio Implementation and Risk Monitoring Group

Further Scrutiny to Help Build Your Wealth

All portfolios are monitored by our Portfolio Implementation and Risk Monitoring Group to ensure that every client's investment objectives are pursued diligently:

- Daily trade monitoring and periodic reviews of all clients' discretionary portfolios against the signed IPS
- A strict admission and monitoring process for Portfolio Managers
- Documented portfolio management guidelines
- Systems to support risk monitoring: asset allocation, concentration/diversification, credit quality, asset class/instrument constraints
- Detailed quarterly portfolio reviews with Portfolio Managers

Summary – Reasons to Invest

- Access to an experienced, accredited Portfolio Manager who personally builds and manages your portfolio
- A **disciplined and unique** approach to investing that is customized to your specific needs
- Diligent, controlled risk management and oversight
- Technical monitoring and alerts maintain your investment constraints
- Customized, consolidated reporting based on your needs
- Competitive pricing