



RICHARDSON
Wealth

FRANCIS SABOURIN
WEALTH MANAGEMENT

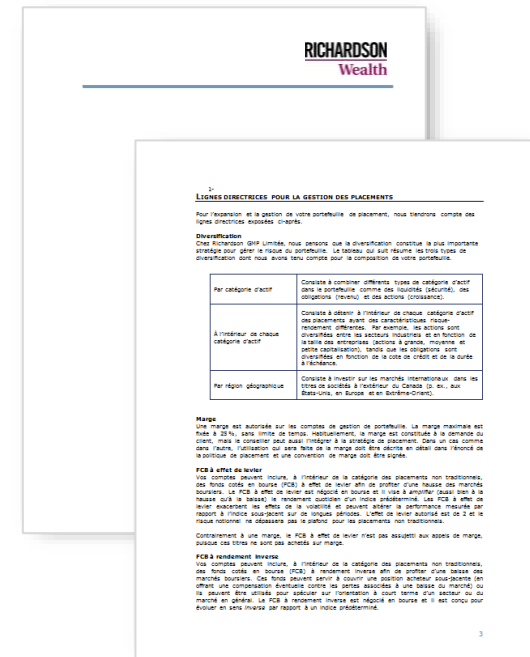
**Discretionary
portfolio
management**

Discretionary portfolio management

The fundamental premise of our discretionary portfolio approach is to define and communicate an investment strategy for each portfolio, in order to diligently follow the progress of your investments.

We are especially conscious of the importance to define and document an investment strategy that will adhere to the specific investment preferences and objectives of our clients. Our Investment Policy Statement is a living document that continuously guides the long-term investment process.

We establish a personalized Investment Policy Statement with each client that will take into consideration a number of factors, such as your investment horizon, your need for liquidity and your personal financial requirements.



Discretionary portfolio management

Five investment portfolios are available to meet your personal and financial objectives.

We provide a complete variety of diversified investment portfolios, encompassing all global financial markets. In addition to our discretionary portfolios described below, we are also able to offer traditional investment solutions.

- Income portfolio
- Income and Growth portfolio
- Long-term Growth portfolio
- Dynamic Growth portfolio
- Global Equity portfolio

The preservation of capital is the most important factor when considering the returns of a portfolio. The efficiency of our risk management platform is at the heart of our portfolio management decisions in order to help you achieve your objectives in a tax efficient manner.

We constantly and rigorously monitor all investment portfolios.

Each investment portfolio is closely monitored for any changes to economic conditions, markets trends, as well as the client's needs, and periodical rebalancing is done as required. All progress and decisions are meticulously documented and communicated to our clients.

Our risk management platform

A proven and rigorous investment approach, designed to minimize risk and to optimize the investment returns of the portfolios.

Guided in our mission as your Trusted Advisors while diligently managing your investment portfolios, our risk management platform signals the optimal times to take investment decisions. Our risk management platform is similar to those used by institutional investors and is the foundation of our investment approach.

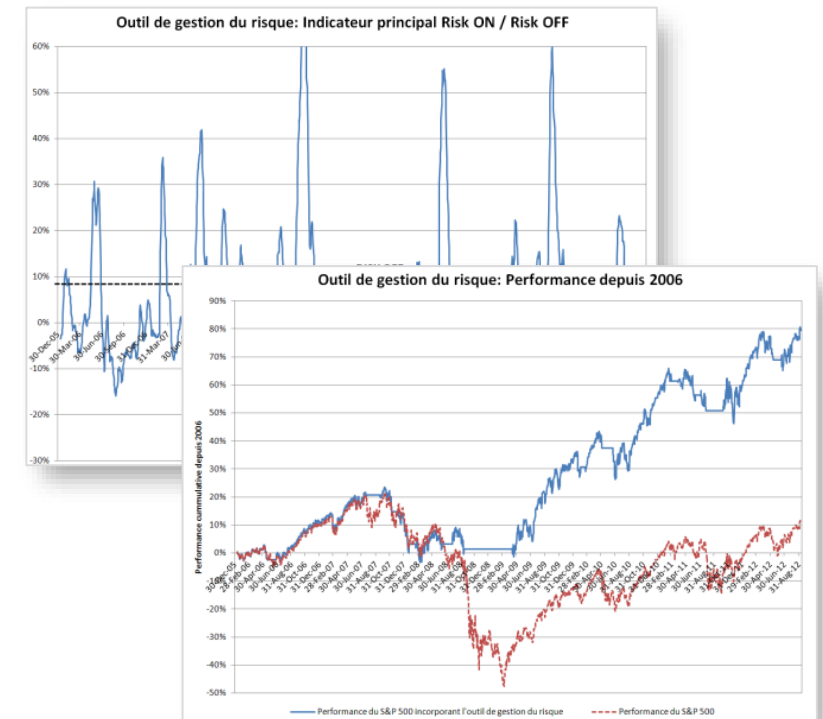
The basis of our proven and dynamic approach allows us to quickly make decisions based on in-depth analysis of the financial markets. Our strategy for portfolio management is founded on two important principles.

- **The investment portfolio**

Depending on the client's objectives, the selected portfolio will hold a well diversified assortment of quality positions as well as sectors that are favored by the markets.

- **Ongoing analysis using our risk management platform**

Our risk management platform allows us to make quick asset allocation decisions during periods of market fluctuations, in order to preserve capital by making investing decisions at the most opportune times.



Our five investment portfolios

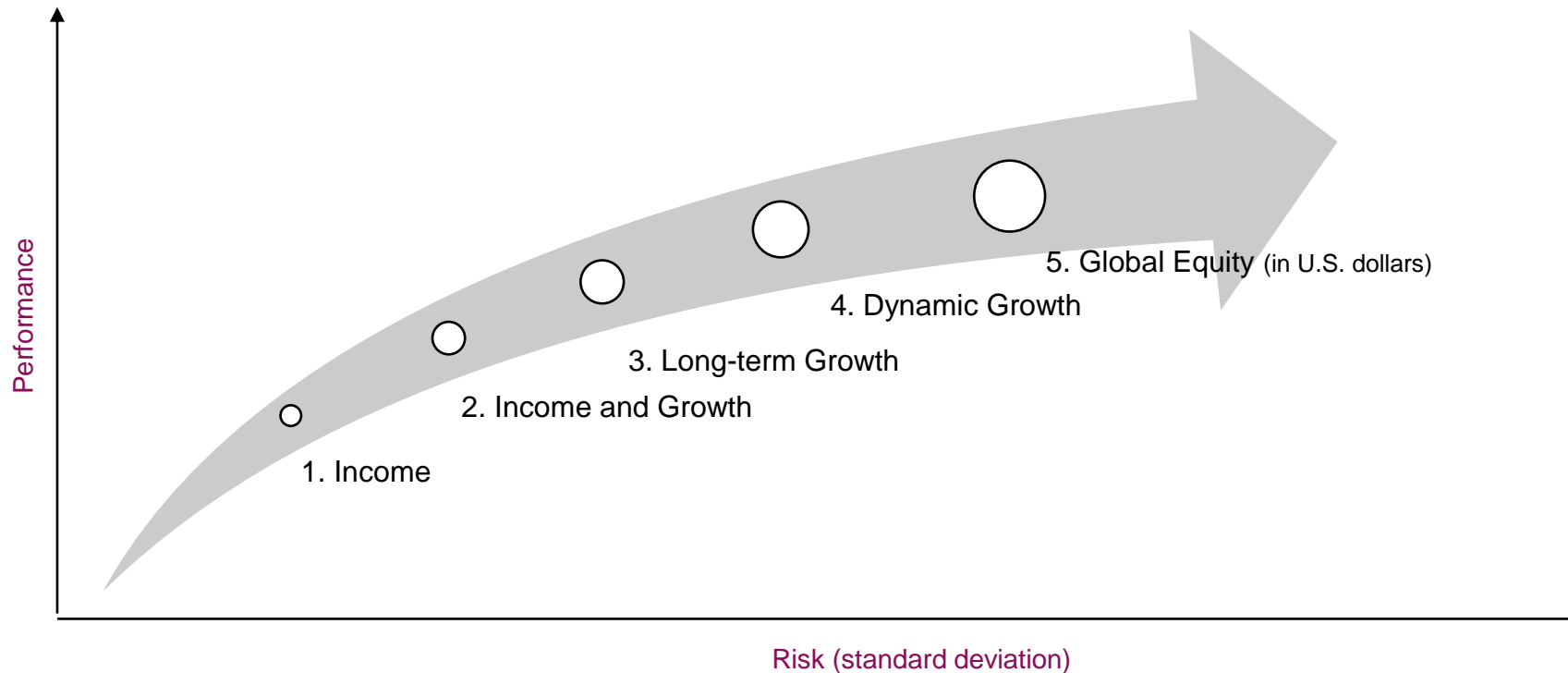
We manage five investment portfolios that provide an optimal asset allocation, based on the highest investment criteria.

Target asset allocation

	1. Income	2. Income and Growth	3. Long-term Growth	4. Dynamic Growth	5. Global Equity (in U.S. dollars)
Fixed Income Portion	70%	45%	25%	10%	0%
Equity Portion	30%	55%	75%	90%	100%

Performance vs Risk

(standard deviation)



Standard deviation and risk measurement: definitions and characteristics

Deemed to be the basis for financial risk measurement, standard deviation is defined as the extent of the changes in the price of a financial asset. Hence, the greater the financial deviation for an asset, the riskier the investment in this asset and by extension, the greater the expected gains (or losses).

Standard deviation, currently used to denote all short-term fluctuations in a financial asset, focuses on the extent and horizons (short, medium and long) of these fluctuations rather than on their direction (up or down).

Minimum and maximum weightings

of each asset class

	1. Income			2. Income and Growth			3. Long-term Growth			4. Dynamic Growth			5. Global Equity (in U.S. dollars)		
Cash	0%	0%	20%	0%	0%	20%	0%	0%	30%	0%	0%	40%	0%	0%	40%
Fixed Income	40%	70%	80%	30%	45%	70%	5%	25%	50%	0%	10%	40%	0%	0%	40%
Canadian Equity	0%	20%	40%	0%	32%	70%	0%	40%	80%	0%	45%	100%	0%	0%	0%
U.S. Equity	0%	5%	40%	0%	13%	70%	0%	20%	80%	0%	27%	100%	0%	60%	80%
Global Equity	0%	5%	40%	0%	10%	70%	0%	15%	80%	0%	18%	100%	0%	40%	100%
Alternative Investments	0%	0%	25%	0%	0%	35%	0%	0%	35%	0%	0%	35%	0%	0%	35%
Fixed Income Portion	40%	70%	80%	30%	45%	70%	5%	25%	50%	0%	10%	40%	0%	0%	40%
Equity Portion	0%	30%	40%	30%	55%	70%	50%	75%	90%	60%	90%	100%	60%	100%	100%

Respective underlying indices

	1. Income	2. Income and Growth	3. Long-term Growth	4. Dynamic Growth	5. Global Equity (in U.S. dollars)
FTSE TMX Canada Bond Universe Index	70%	45%	25%	10%	0%
Composite S&P / TSX Index	20%	32%	40%	45%	0%
S&P 500 Index	5%	13%	20%	27%	0%
MSCI EFEA Index	5%	10%	15%	18%	0%
MSCI World Index	0%	0%	0%	0%	100%
Fixed Income Portion	70%	45%	25%	10%	0%
Equity Portion	30%	55%	75%	90%	100%

Criteria for selecting asset classes

- Fixed income securities will be government and high quality corporate bonds.
- Equities will be those of Canadian, U.S. and global companies of different capitalization.
- Certain specialized mutual funds and ETFs, (exchange traded funds) will be used to complete the portfolio.
- Some alternative investments may also be used such as a new equity classes to reduce the volatility in the portfolio.

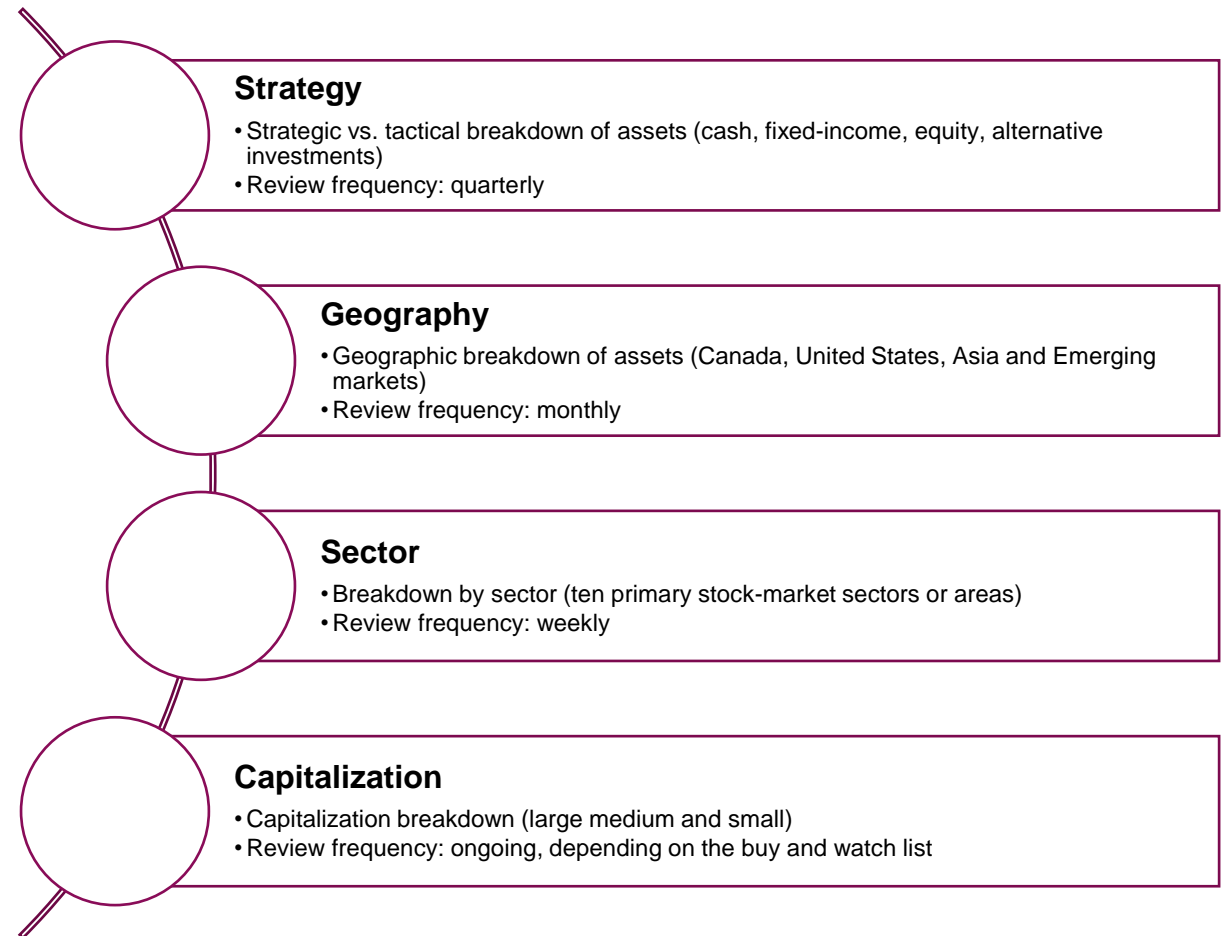
Our approach to investing

- Diversification across major market sectors in order to minimize the risk.
- Investments in fixed income, equities, alternative investments, mutual funds and exchange traded funds (ETFs).
- Daily evaluation and analysis of economic events.
- Risk management platform to minimize portfolio fluctuations.
- Investment policy statement for each client.
- Flexible model portfolio.

Decision-making process

The decision-making process associated with our unique discretionary management platform combines four separate steps to give greater depth and perspective to the selected securities.

This process, by having each step add to the next, enables us to perform increasingly detailed analyses and ensures optimal portfolio asset allocation.



Why do our clients choose us?

Rigorous investment approach

Our services are offered to high net worth individuals, who expect and receive the highest quality personalized service and investment solutions. Our unique approach has distinguished itself in the industry, guided by our principles that have come to define our investment style.

- A clear **vision** of your personal and financial objectives.
- A precise **planning process**, designed to meet your highest requirements and to respond to your questions with respect to the management of your investments.
- Our **risk management platform** guides us to minimize risk while at the same time selecting the highest quality investment opportunities.
- A multi-disciplined **global wealth management** guidance approach to respond and anticipate the requirements of our high net worth clients.

Trusted Advisors, working with you today and tomorrow, with appropriate solutions designed to anticipate and respond to any questions you may have regarding the management of your portfolio.



Administration and management fees

Assets under administration	% cost
\$500,000 and less	1.75%
\$500,000 to \$999,000	1.50%
\$1,000,000 \$ to \$4,999,999	1.25%
\$5,000,000 \$ plus	to discuss

* The above fees include all analysis of the positions and portfolios, as well as the safekeeping of your securities with our trustees. Applicable taxes are over and above.

Partner with us to achieve your goals

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