



# Performance Series Managed Solutions Quarterly KYP Update March 31, 2024

# Defining Managed Solutions

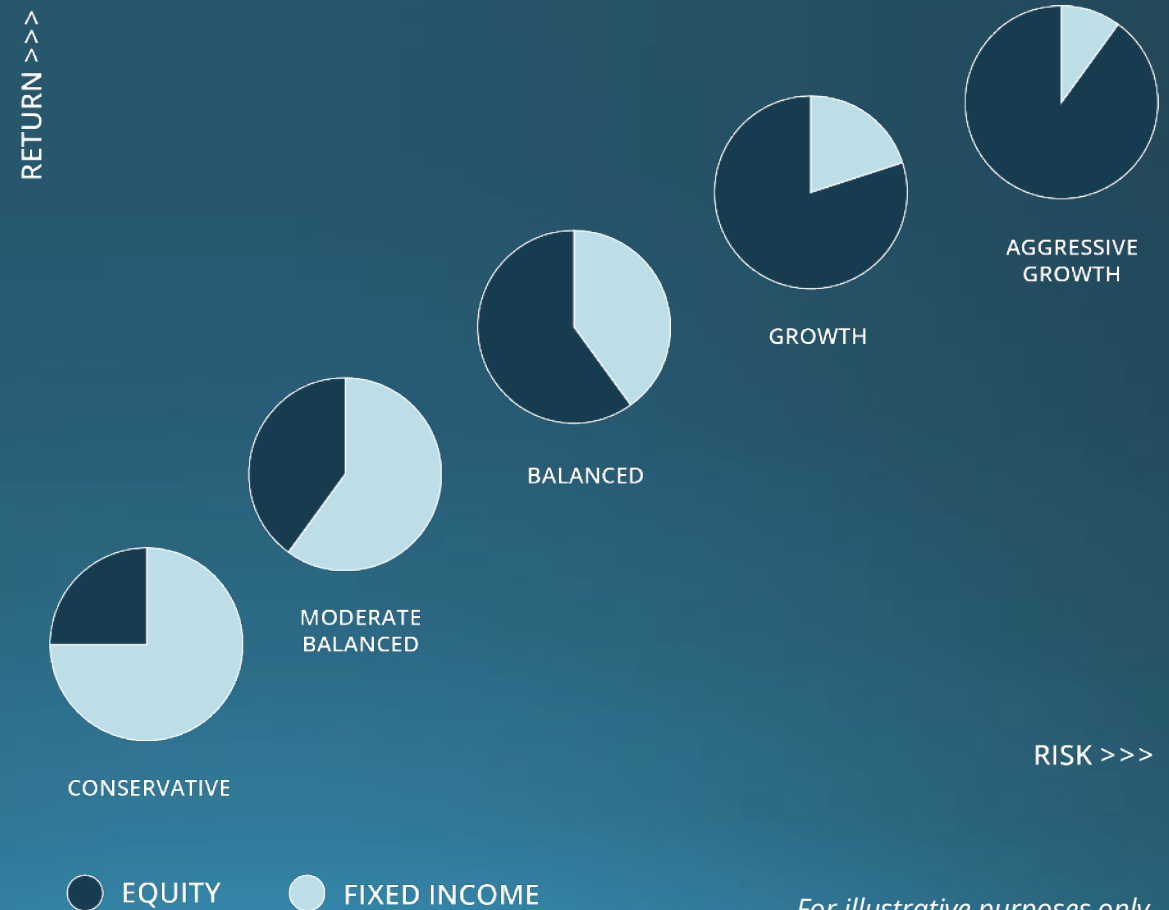
Managed Solutions are carefully constructed by independent portfolio consultants (licensed Portfolio Managers) using award winning funds selected from Canada's leading fund companies - providing optimum exposure to markets, sectors, and asset classes.

The selection and weighting of funds are calibrated to align with individual investor risk tolerance and monitored by the portfolio consultant to ensure they consistently meet client objectives across all risk profiles and continue to meet KYC requirements.

Unlike many investment models, the product provides clients with direct ownership of underlying funds, identifying each fund holding individually on statements.

# A full suite of options available for every risk profile

- ◆ Manage risk with the built-in, regulator approved Risk Profile Questionnaire. This tool helps assess each client and plan's risk profile, driving your recommendation of the most suitable solution.



# Managed Solutions

## The Discipline

### 4Cs OF MODEL DESIGN

- ◆ Construction: the due diligence undertaken by independent portfolio consultants to select and deploy investments to provide optimum exposure to markets, sectors and asset classes.
- ◆ Composition: the weighting of each investment within the model.
- ◆ Concentration: the diversification achieved by the number of investments in each model. Each of these models is focused on risk management, which is primarily achieved through effective, but not over, diversification.
- ◆ Cost: the analysis and contribution of models designed to be priced competitively.

# Managed Solutions

## The Process

- ◆ Once each model is created, a rigorous ongoing oversight process is conducted by independent professional portfolio consultants, ensuring that each investment continues to perform and contribute to the model as designed.
- ◆ The percentage weighting of each holding in the model is continually reviewed.
- ◆ To ensure the proper fit for specific client objectives, each model within the suite offers five risk tolerance solutions ranging from Conservative to Aggressive Growth, in line with the risk profile questionnaire.



# Managed Solutions

## The Benefits

- ◆ Alignment: Automated rebalancing of each solution ensures that target weightings always remain aligned with the client's risk questionnaire.
- ◆ Professional Oversight: Experienced independent portfolio consultants provide the due diligence behind the models.
- ◆ Transparent: Unlike many investment models, Prime+ provides clients with direct ownership of underlying funds, identifying them individually on statements.
- ◆ Efficient: One-click purchasing power  
Automated rebalancing  
One account to manage

# Performance Series



Keith Leslie, CFA  
Portfolio Manager  
NCM Asset Management Ltd.



A graduate of Western University, Keith Leslie has been with NCM Asset Management for over 20 years. As an early adopter of factor-based investing, Keith created the quantitative analysis team at Bisset Asset Management.

At NCM Asset Management he uses statistical techniques, evaluation tools and modeling to make investment decisions. He studies Canadian equities from both a long and short-term perspective to find unique opportunities to generate returns for the funds he is involved in.

## PHILOSOPHY

Keith has a passion for analyzing company data to find undervalued companies before the market realizes their value. He measures any factor that can be measured numerically – some say "torture the data until it confesses." His favourite advice is from Benjamin Graham 'The essence of portfolio management is the management of risks, not the management of returns.'

## PROCESS

His first step in the portfolio construction process is getting the asset mix right – equity versus fixed income and active versus passive. Keith tends to invest passively in the US market given the challenge of outperforming such an efficient market.



Finalist, Wealth Professional  
Mutual Fund of the Year



## Performance Series Fund Partners

- ◆ Exceptional performance rating
- ◆ Award winning
- ◆ Broadly diversified

\* 2022 FundGrade A+ Award, † 2022 Lipper Award



# Performance Series Weightings

1.14% portfolio fee

ASSET CLASS		CONSERVATIVE	MODERATE BALANCED	BALANCED	GROWTH	AGGRESSIVE GROWTH
CASH		1.5%	1.5%	1.5%	1.5%	1.5%
FIXED INCOME	Dynamic Investment Grade Floating Rate (L)	17.0%	8.5%	5.0%	-	-
	Lysander - Canso Corporate Value Bond (L)	18.0%	15.0%	10.0%	3.0%	-
	Lysander - Canso Short Term & Floating Rate (L)	12.0%	10.0%	7.5%	2.0%	-
	Pender Corporate Bond (L)	25.0%	20.0%	15.0%	3.0%	-
CANADIAN EQUITY	Dynamic Canadian Dividend Fund (L-M)	2.5%	4.0%	7.5%	9.0%	9.0%
	NCM Income Growth (M)	5.0%	7.5%	7.5%	10.0%	12.5%
US EQUITY	AGF American Growth (M)	-	-	2.5%	5.0%	7.5%
	TD NASDAQ Index (M-H)	-	-	-	2.5%	5.0%
	TD U.S. Index (M)	5.0%	7.5%	7.5%	15.0%	15.0%
	TD U.S. Quantitative Equity (M)	2.5%	5.0%	5.0%	10.0%	10.0%
	AGF Global Select (M)	2.5%	5.0%	10.0%	12.5%	12.5%
GLOBAL EQUITY	Canoe Defensive International Equity (L-M)	2.0%	6.0%	6.0%	11.5%	12.0%
	NCM Global Income Growth (L-M)	5.0%	7.5%	12.5%	12.5%	12.5%
REAL ESTATE	Dynamic Global Real Estate (M)	2.0%	2.5%	2.5%	2.5%	2.5%

CONSERVATIVE MODEL			
Performance		*Portfolio Fee	1.14%
AGF Global Yield Class Series F	AGF5029	MER	1.02%
CI Select 80i/20e Managed Portfolio Corporate Class Series F	CIG4241	MER	1.25%
Franklin Quotential Diversified Income Portfolio Series F	TML3253	MER	0.90%
Symmetry Conservative Income Portfolio Series F	MFC3981	MER	0.92%
MODERATE BALANCED MODEL			
Performance		*Portfolio Fee	1.14%
AGF Elements Conservative Portfolio Series F	AGF384	MER	1.11%
CI Select 70i/30e Managed Portfolio Corporate Class Series F	CIG4242	MER	1.24%
Franklin Quotential Balanced Income Portfolio Series F	TML670	MER	0.89%
Symmetry Conservative Portfolio Series F	MFC2914	MER	0.90%
BALANCED MODEL			
Performance		*Portfolio Fee	1.14%
AGF Elements Balanced Portfolio Series F	AGF480	MER	1.11%
CI Select 50i/50e Managed Portfolio Corporate Class Series F	CIG4244	MER	1.24%
Franklin Quotential Balanced Growth Portfolio Series F	TML671	MER	0.94%
Symmetry Balanced Portfolio Series F	MFC2907	MER	0.95%
GROWTH MODEL			
Performance		*Portfolio Fee	1.14%
AGF Elements Growth Portfolio Series F	AGF459	MER	1.14%
CI Select 20i/80e Managed Portfolio Corporate Class Series F	CIG 4247	MER	1.34%
Franklin Quotential Growth Portfolio Series F	TML672	MER	0.95%
Symmetry Growth Portfolio Series F	MFC2893	MER	1.00%
AGGRESSIVE GROWTH MODEL			
Performance		*Portfolio Fee	1.14%
AGF Elements Global Portfolio Series F	AGF400	MER	1.32%
CI Select 100e Managed Portfolio Corporate Class Series F	CIG4248	MER	1.42%
Franklin Quotential Diversified Equity Portfolio Series F	TML844	MER	1.05%
Symmetry Equity Portfolio Series F	MFC8669	MER	1.06%

Performance  
Series  
Peer Pricing  
Comparisons  
Account size under  
\$250,000

No annual account fee

No account trading or  
rebalancing fees

No transfer out fee

