



Focus Funds

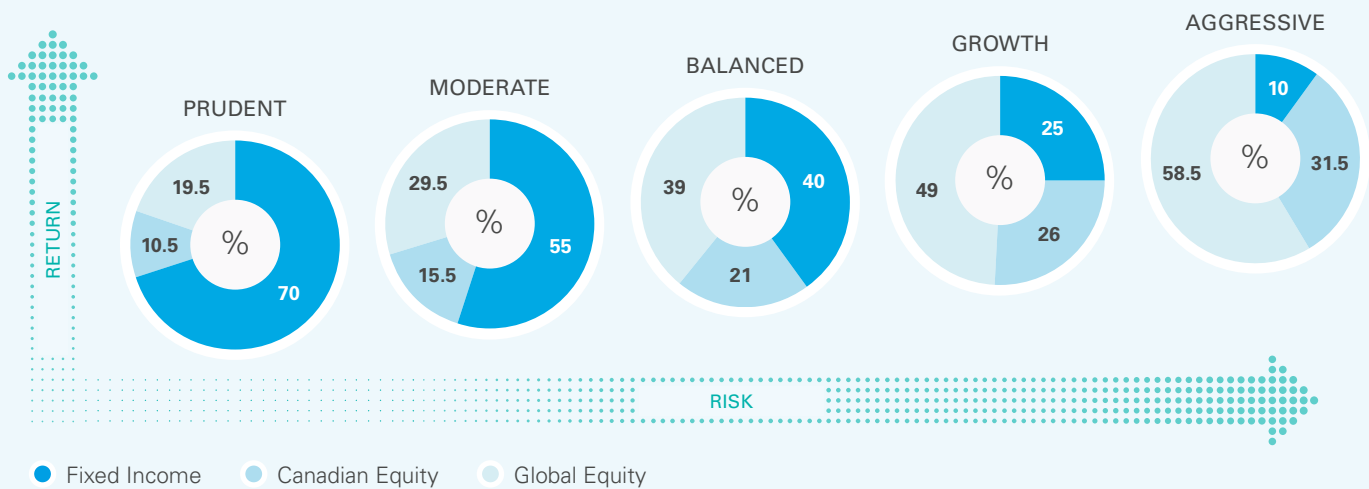
Designed to simplify your life

Focus Funds are...

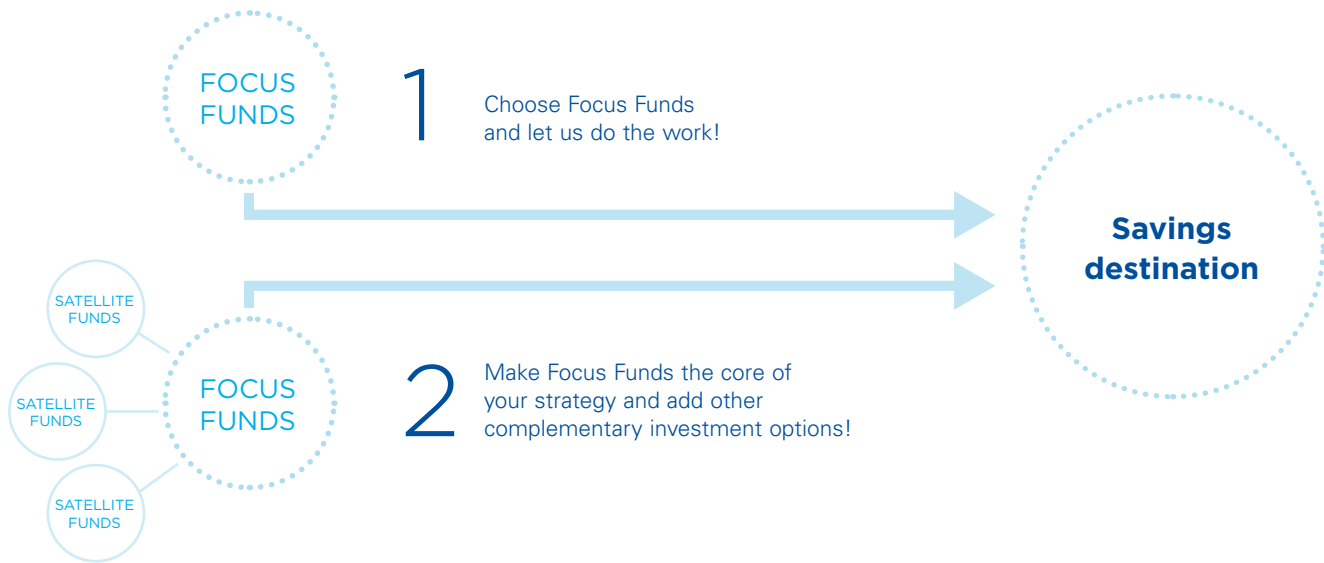
- 5 turnkey portfolio funds that do not require any intervention from the advisor
- Well-diversified funds by asset class, geographic region and economic sector, designed to ensure optimal return potential
- Access to a multi-management approach that offers different complementary management styles, ensuring a well-diversified portfolio

Why choose Focus Funds?

- Simplicity and efficiency: Simple and predictable portfolios with a fixed asset allocation and monthly rebalancing
- Ideal solution for investors who want their portfolio to reflect their risk tolerance at all times, regardless of the economic context
- Expertise: World-class portfolio managers selected by our experts and who have earned our trust over the years



Focus Funds: one savings destination, two ways to get there!

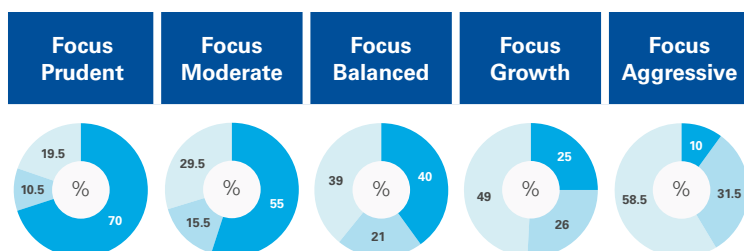


Who are these funds for?

Funds	Focus Prudent	Focus Moderate	Focus Balanced	Focus Growth	Focus Aggressive
Objectives of the Fund	Seeks to generate a steady long-term return by favouring fixed income securities	Seeks to generate high returns over the long term by slightly favouring fixed income securities	Seeks to generate superior long-term returns by promoting a balance between equities and fixed income securities	Seeks to generate superior long-term returns by favouring equities	Aims to maximize long-term returns by widely favouring equities
What type of clients is the fund for?	<ul style="list-style-type: none"> – Seek to ensure the security of capital – Show a low risk tolerance level – Primarily seek investments that provide regular income and in which capital will be preserved 	<ul style="list-style-type: none"> – Seek some long-term capital growth – Show a below-average risk tolerance level – Favour investments with relatively stable income 	<ul style="list-style-type: none"> – Seek balance between income and long-term capital growth – Although their tolerance for volatility is average, are willing to tolerate a slight short-term decline in the value of their investments 	<ul style="list-style-type: none"> – Seek above-average growth – Are willing to tolerate a higher level of risk – Are patient investors who do not allow themselves to be influenced by the fluctuations of their portfolio 	<ul style="list-style-type: none"> – Seek to maximize long-term performance – Show an average risk tolerance and are not affected by market fluctuations
Risk level	Low	Low	Low to moderate	Low to moderate	Low to moderate
Minimum investment	\$25	\$25	\$25	\$25	\$25
Investment horizon	Medium to long term				

Target Allocations

- Fixed Income
- Canadian Equity
- Global Equity



Geographic mix

	Focus Prudent	Focus Moderate	Focus Balanced	Focus Growth	Focus Aggressive
Canadian content	65.5%	57.0%	49.0%	43.5%	38.5%
Global content	34.5%	43.0%	51.0%	56.5%	61.5%

Fixed Income	Canadian Fixed Income					
	Focus Prudent	Focus Moderate	Focus Balanced	Focus Growth	Focus Aggressive	
Bond (iAIM)	55.0%	41.5%	28.0%	17.5%	7.0%	
Total - Canadian Fixed Income	55.0%	41.5%	28.0%	17.5%	7.0%	
Fixed Income	Global Fixed Income					
	Global Fixed Income (PIMCO)	7.0%	5.5%	4.0%	2.5%	1.0%
	Strategic Corporate Bond (IA Clarington)	4.0%	4.0%	4.0%	2.5%	1.0%
	Floating Rate Income (IA Clarington)	4.0%	4.0%	4.0%	2.5%	1.0%
Total – Global Fixed Income	15.0%	13.5%	12.0%	7.5%	3.0%	
Total – Fixed Income	70.0%	55.0%	40.0%	25.0%	10.0%	

Large Cap Canadian Equity

	Focus Prudent	Focus Moderate	Focus Balanced	Focus Growth	Focus Aggressive
Canadian Equity Growth (iAIM)	5.3%	7.8%	10.5%	13.0%	15.8%
Dividend Growth (iAIM)	5.3%	7.8%	10.5%	13.0%	15.8%
Total – Large Cap Canadian Equities	10.5%	15.5%	21.0%	26.0%	31.5%

Global Equity

Equity	Large Cap Global Equity					
	Focus Prudent	Focus Moderate	Focus Balanced	Focus Growth	Focus Aggressive	
Global Dividend (Dynamic)	6.5%	10.5%	13.8%	17.3%	20.3%	
Fidelity Global Concentrated Equity	3.0%	4.5%	5.8%	7.3%	8.8%	
Total – Large Cap Global Equity	9.5%	15.0%	19.5%	24.5%	29.0%	
Equity	International Equity					
	International Equity (iAIM)	5.0%	7.3%	9.8%	12.3%	14.8%
Total – International Equity	5.0%	7.3%	9.8%	12.3%	14.8%	
Equity	U.S. Equity					
	Thematic Innovation (iAIM)	1.3%	1.8%	2.5%	3.0%	3.8%
	U.S. Dividend Growth (iAIM)	2.5%	3.8%	4.8%	6.3%	7.3%
	U.S. Multi-Factor Equity (iAIM)	1.3%	1.8%	2.5%	3.0%	3.8%
Total – U.S. Equity	5.0%	7.3%	9.8%	12.3%	14.8%	
Total – Global Equity	19.5%	29.5%	39.0%	49.0%	58.5%	
Total – Equity	30.0%	45.0%	60.0%	75.0%	90.0%	

We select world-class portfolio managers

Focus Funds are composed of funds that combine the expertise of iA Investment Management with that of several globally recognized managers.

These managers are chosen for the complementarity of their management styles and because they have earned our trust over the years.



Established in 1999

- One of the top 15 investments firms in Canada (December 2018)
- Over \$90 billion in assets under management in 2019
- Team of 88 investment professionals, 45 of whom hold the CFA designation

Included in Focus Funds:

- Bond
- Canadian Equity Growth
- Dividend Growth
- International Equity
- Thematic Innovation
- U.S. Dividend Growth
- U.S. Multi-Factor Equity



Established in 1957

- One of the largest and most recognized wealth management companies in the country
- Investment Fund Company of the Year
Analysts' Choice - 2011, 2010, 2008, 2005
Advisors' Choice - 2010, 2009, 2007
- The Global Dividend (Dynamic) Fund is at the 2nd percentile of its category in terms of performance over the past 10 years
- Fund rated 5 stars by Morningstar
- Fund led by portfolio manager David L. Fingold, Vice President and Senior Portfolio Manager, with over 30 years of business, operational and investment experience

Included in Focus Funds:

- Global Dividend (Dynamic)



Established in 1946

- One of the world's largest financial services providers for more than 70 years
- More than \$100 billion in assets under management in Canada
- \$2.45 trillion worldwide assets under management in 2018
- More than 800 investment professionals worldwide

Included in Focus Funds:

- Fidelity Global Concentrated Equity



Established in 1999

- One of Canada's leading investment management companies specializing in mutual funds
- More than \$14 billion in assets under management in 2018
- Wholly owned subsidiary of iA Financial Group
- At the 47th percentile for the Strategic Corporate Bond Fund in terms of performance
- At the 43th percentile over the last five years for the Floating Rate Income Fund

Included in Focus Funds:

- Strategic Corporate Bond
- Floating Rate Income



Established in 1971

- One of the world's largest fixed income managers
- Nearly \$1.8 trillion in assets under management in 2019
- More than 785 investment professionals
- 255 global portfolio managers
- Global Fixed Income (PIMCO) Fund rated 5 stars by Morningstar
- At the 4th percentile performance-wise for the last five years

Included in Focus Funds:

- Global Fixed Income (PIMCO)

Management Experience



For over six years, Sébastien Mc Mahon has been working with Clément Gignac as part of the Economics and Managed Solutions team at iA Financial Group. In this role, he has developed an in-depth knowledge in investment analysis and decision making with respect to the funds that make up the Focus Funds.

His years of experience now lead him to take full responsibility for the management of the Focus and Selection Funds, a role in which he will be able to put his expertise in asset allocation to good use.

Sébastien holds the Chartered Financial Analyst (CFA) designation as well as doctoral studies in economics. He has over 15 years of experience in the investment industry.

Fixed Income

Bond (iAIM)

Alexandre Morin, CFA; Louis Gagnon, CFA

- Invests primarily in high-quality Canadian bonds (federal, provincial, municipal and corporate bonds)
- Actively manages according to the management team's expectations regarding interest rate movements
- Leverages sources of added value by managing duration and positioning on the curve as well as by choosing sectors and selecting issuers
- The managers focus on liquidity and take calculated positions in certain foreign bonds, high-yield corporate bonds and private investments to enhance the Fund's performance

Strategic Corporate Bond (IA Clarington)

Dan Bastasic, MBA, CFA

- Invests primarily in high-yield Canadian corporate bonds
- May also invest in U.S. and foreign high-yield corporate bonds and high-quality bonds
- The manager favours an active and disciplined investment process that emphasizes income security and incorporates macroeconomic outlooks
- Favours the use of derivatives to reduce currency risk for foreign currency investments

Global Fixed Income (PIMCO)

Alfred T. Murata

- Invests in securities from all major sectors of the fixed income market
- Seeks to maximize current income while maintaining a relatively low-risk profile through active management
- Through the multi-sector and global approach, allows the management team to find ideas that generate the best revenue, regardless of international economic conditions
- Typically covers 90% or more of foreign currency exposure

Floating Rate Income (IA Clarington)

Jeff Sujitno, HBA, CPA, CIM

- Invests primarily in North American corporate debt securities with a lower investment grade rating, including senior secured floating rate loans
- Seeks companies led by experienced executives, with high cash flows and issuing debt securities based on a solid equity base
- Mainly manages risk through a comprehensive credit analysis of the issuer's financial structure on a bottom-up basis
- Offers less sensitivity to interest rate movements due to the short-term nature of senior secured loans

Canadian Equity

Canadian Equity Growth (iAIM)

Marc Gagnon, M.Sc., CFA

- Invests primarily in mid- and large-capitalization Canadian companies
- Typically invests between 5% and 10% in U.S. equities, particularly in certain sectors where the Canadian market offers fewer alternatives
- Searches for securities with a good growth profile while remaining attentive to purchase price
- Uses a discounted future cash flow model to select securities and pays close attention to risk management in terms of sectors, capitalizations and key benchmark positions

Dividend Growth (iAIM)

Donny Moss, CFA

- Invests primarily in securities of large-capitalization Canadian companies with attractive earnings and dividend potential
- Typically invests 15% in U.S. equities, particularly in certain sectors where the Canadian market offers fewer alternatives
- Uses a bottom-up approach, which allows securities to be selected according to a value-based management style, with a focus on high-quality Canadian equities that offer a regular dividend
- Typically has a low portfolio turnover rate even though the manager increases and decreases his positions regularly in response to market movements

Global Equity

Global Dividend (Dynamic)

David Fingold

- Investments fairly concentrated in a limited number of securities—mainly large-capitalization companies—and diversified with shares of companies located around the world
- Typically overweight in U.S. equities to reduce volatility
- Focuses on well-managed companies with the ability to pay or increase dividends and whose securities trade at below their intrinsic value
- Actively hedges foreign currency exposure

International Equity (iAIM)

Sevgi Ipek, CFA, Pierre Chapdelaine, CFA

- Invests primarily in large-capitalization companies located in international markets and in certain emerging countries with good earnings growth prospects at an affordable price
- Managers follow a bottom-up stock selection process and favour leading companies in their sector
- Managers use investment themes to quickly identify specific macroeconomic trends and global themes that could affect local and regional investment conditions
- Portfolio management that favours a prudent risk management process and sound geographic and sector diversification

Fidelity Global Concentrated Equity

Patrice Quirion, CFA

- Investments fairly concentrated in a limited number of diversified securities from companies located around the world (approximately 50 securities)
- Favours quality companies that are reasonably valued and are likely to have predictable and sustainable growth
- Takes advantage of securities that are highly convincing for the manager, thanks to a mandate with flexible investment constraints
- Follows a fundamental bottom-up process, and in addition to quantitative measures, examines qualitative characteristics such as the integrity of the management team, brand recognition and pricing power

U.S. Equity

U.S. Dividend Growth (iAIM)

Donny Moss, CFA

- Invests primarily in a diversified portfolio of large-cap U.S. companies that pay a dividend or demonstrate the potential to grow it
- Emphasizes the selection of high-quality companies with strong financial statements and operated by proven management teams
- Integrates a discounted future cash flow model into the company analysis process and targets companies with attractive price-earnings ratios
- Typically has a low portfolio turnover rate even though the manager increases and decreases his positions regularly in response to market movements

U.S. Multi-Factor Equity (iAIM)

Sébastien Vaillancourt, CFA

- Invests primarily in a diversified portfolio of U.S. equities
- Relies on an investment process whose quantitative analyses take into account several factors to explain past stock market returns
- Combines these factors to select stocks from the S&P 500 that are most likely to outperform the index under current market conditions
- Seeks to systematically eliminate certain human biases that can negatively influence the way investments are selected and managed

Thematic Innovation (iAIM)

Jean-Pierre Chevalier, CFA

- Invests primarily in a portfolio of large U.S. companies that take advantage of technological advances or are well positioned to thrive in an ever-changing environment
- Is well diversified and invests in companies in all sectors of the U.S. economy
- Favors a disciplined investment process that combines qualitative and quantitative evaluation
- Integrates into the security selection process a discounted future cash flow model composed of several financial and economic assumptions

For more details on Focus Funds, see the Fund Performance and Overview page ia.ca/funds-performance

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