



INVESTMENT
FUNDS

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APRIL 2024



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THE REFERENCE TOOL
TO LEARN MORE ABOUT
THE SEGREGATED
FUNDS OFFERED BY
iA FINANCIAL GROUP


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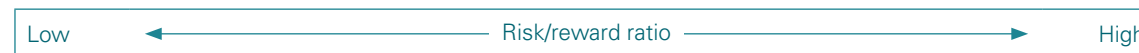
A type of investment that combines the analysis of environmental, social and governance (ESG) factors with the financial analysis of companies, with the goal of selecting, in a portfolio, companies that contribute concretely to addressing ESG issues.


There are different types of ESG Funds: some put more emphasis on the E, the S or the G.





MANAGED SOLUTIONS

 Why hold this ESG managed solution?

	SRI MODERATE (INHANCE)	SRI BALANCED (INHANCE)	SRI GROWTH (INHANCE)
Why hold this ESG managed solution?	<ul style="list-style-type: none"> — A balanced managed solution for investors who want to invest responsibly while pursuing their financial objectives — The management firm, Vancity Investment Management, is a pioneer in socially responsible investing (SRI) — The environmental, social and governance (ESG) analysis teams and the financial analysis teams work together on a security-by-security basis to generate better ideas and manage risks 		
Neutral asset allocation	Fixed income: 65% Equity: 35%	Fixed income: 45% Equity: 55%	Fixed income: 35% Equity: 65%
Asset allocation decision	Strategic asset allocation Fixed income: 60-80% Equity: 20-40%	Strategic asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic asset allocation Fixed income: 25-45% Equity: 55-75%
Return objective	Seek to generate return higher than peer group		
Internal (iAGAM) vs. External underlying portfolio managers	100% external		
Average foreign exposure	~30%		
Currency hedging strategy	Unhedged		
Rebalancing	Ad hoc		
Portfolio manager(s), Management firm	Jeffrey Adams, Wes Dearborn and Marc Sheard, Vancity Investment Management Ltd. Tej Rai and Sébastien Mc Mahon, iAGAM (Asset allocation)		
PRI Signatory / ESG Fund	No fossil fuels, tobacco, nuclear power, military weapons, adult entertainment and gambling 		
Recent change(s)	January 2022: — Addition of Tej Rai and Sébastien Mc Mahon (iAGAM) for strategic or tactical asset allocation decisions — Changes to the neutral asset allocation (Moderate and Growth Funds) and possible deviations of the three funds		



 Why own this fund?

	GLOBAL BALANCED SUSTAINABLE BALANCED PORTFOLIO (iA)	FIDELITY CLIMATE LEADERSHIP BALANCED™	CANADIAN EQUITY SUSTAINABLE CANADIAN EQUITY (iA)	GLOBAL EQUITY CLIMATE STRATEGY (WELLINGTON)
Why own this fund?	<ul style="list-style-type: none"> — A simple and effective global managed solution combining renowned managers and complementary approaches to sustainable investment (for example, focus on green bonds, fossil fuel free, climate, etc.) — Turnkey portfolio with stable asset allocation and the possibility of tactical allocation at any time in accordance with investor risk tolerance 	<ul style="list-style-type: none"> — Balanced and diversified solution designed to reduce risk and take advantage of opportunities arising from the global shift toward de-carbonation — Invested in companies perceived as climate leaders, solution providers, and innovators 	<ul style="list-style-type: none"> — Invested in companies perceived as sustainable leaders in their respective industries and in issues relating to ESG — Canadian equity strategy that can invest in large, mid, and small-cap companies 	<ul style="list-style-type: none"> — Segregated fund offered as a first by iA — This strategy is currently not available elsewhere in Canada — Invested in companies that focus on climate risk mitigation and adaptation to outperform the market — Managed by Wellington Management, one of the world's leading investment management firms with world-renowned expertise in climate investment
Neutral asset allocation	Fixed income: 50% (40-60%) Equity: 50% (40-60%) (Canadian and global)	Fixed income: 40% Equity: 60% (global)	Fixed income: 0% Equity: 100% (Canadian)	Fixed income: 0% Equity: 100% (global)
Management style	N/A	N/A	Blend	Blend
Investment process	N/A	Fixed income: Bottom-up and top-down Equity: Bottom-up	Bottom-up	Bottom-up and top-down
Average number of stocks	iAGAM, Alpha Fixe, Wellington Management, Baillie Gifford, Jarislowsky Fraser, Fiera Capital, TD Bank (Active management)	Two underlying funds: Fidelity Climate Leadership Bond™ (100-150 bonds) and Fidelity Climate Leadership™ (40-100 stocks)	50-80	40-50
Maximum foreign exposure (average)	100% (50%)	100% (50%)	10%	100%
Foreign currency hedging strategy	Actively hedged	Fixed income: 100% hedged Equity: Unhedged	Actively hedged	Unhedged
Foreign currency exposure	0-100%	60%	0-10%	100%
Portfolio manager(s), Management firm	Sébastien Mc Mahon and Tej Rai, iAGAM	Hugo Lavallée, Kris Atkinson and Sajiv Vaid, Fidelity Investments	David Caron and Marc Gagnon, iAGAM	Alan T. Hsu, Wellington Management
Signatory to PRI/ESG Funds				
Recent changes	October 2022 : New to the fund lineup	October 2022 : New to the fund lineup	October 2022 : New to the fund lineup	October 2022 : New to the fund lineup



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Our 5 families of managed solutions, plus our family of index solutions are designed to simplify your life, require little intervention on your part and offer optimal diversification. Among these families, you will find the solution that best meets your client's financial objectives and risk tolerance.

This **summary** shows the balanced portfolios of each family of solutions. All funds are detailed on the following pages.

Why hold this managed solution?

FOCUS BALANCED (iA)	SELECTION BALANCED (iA)	DIVERSIFIED (iA)	GLOBAL ASSET ALLOCATION (iA)	SRI BALANCED (INHANCE)	INDEXIA BALANCED (iA)
<ul style="list-style-type: none"> — Actively managed, fixed allocation global portfolios — Low turnover — No tactical positioning — Fixed strategic asset allocation based on long-term conviction and no private assets exposure 	<ul style="list-style-type: none"> — Actively managed global portfolios — High turnover — Tactical positioning — May invest in liquid alternative mutual funds to efficiently implement tactical asset allocation changes. — Selection of the best global fund managers in search of best alpha 	<ul style="list-style-type: none"> — Actively managed Canadian focused portfolios — Moderate turnover — Tactical positioning — May invest in liquid alternative mutual funds and ETFs to efficiently implement tactical asset allocation changes 	<ul style="list-style-type: none"> — Actively managed global portfolios — Tactical positioning — Exposition to private alternative investments including Infrastructure, Private Debt and Private Equity — May invest in liquid alternative mutual funds and ETFs to efficiently implement tactical asset allocation changes 	<ul style="list-style-type: none"> — Actively managed Canadian based portfolios, which are consistently monitored from both an ESG and financial perspective — Active asset allocation by an experienced team that leverages a multifaceted and disciplined approach — Security selection is the responsibility of Inhance's fully integrated in-house investment management team: the environmental, social and governance (ESG) and financial analysis teams work together on a security-by-security basis for enhanced idea generation and risk management 	<ul style="list-style-type: none"> — Passive portfolios — Exposure to global portfolio at low cost

Neutral asset allocation	Fixed income: 40% Equity: 60%	Fixed income: 50% Equity: 50%	Fixed income: 50% Equity: 50%	Fixed income: 50% Equity: 50%	Fixed income: 45% Equity: 55%	Fixed income: 40% Equity: 60%
Asset allocation decision	Strategic asset allocation	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic asset allocation
Return objective	Seek to generate return higher than peer group	Seek to generate return higher than peer group	Seek to generate return higher than peer group	Seek to generate return higher than peer group	Seek to generate return higher than peer group	Seeks to obtain a return in line with benchmark
Internal (iAGAM) vs. External underlying portfolio managers	Mostly internal	Mostly internal	100% internal	100% internal	100% external	Mostly external
Average foreign exposure	~51%	~48%	~30%	~65%	~30%	~40%
Currency hedging strategy	Varies based on underlying funds	Actively hedged	Actively hedged	Actively hedged	Unhedged	Unhedged
Rebalancing	Monthly Managers weight: annually	Ad hoc	Ad hoc	Ad hoc	Ad hoc	Monthly
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iAGAM	Tejsvi Rai and Sébastien Mc Mahon, iAGAM	Tejsvi Rai and Sébastien Mc Mahon, iAGAM	Tejsvi Rai and Sébastien Mc Mahon, iAGAM	Jeffrey Adams, Wes Dearborn and Marc Sheard, Vancity Tejsvi Rai and Sébastien Mc Mahon, iAGAM (Asset allocation)	Tejsvi Rai and Sébastien Mc Mahon, iAGAM

Our 5 families of managed solutions, plus our family of index solutions are designed to simplify your life, require little intervention on your part and offer optimal diversification. Among these families, you will find the solution that best meets your client's financial objectives and risk tolerance.

FOCUS (iA)

FOCUS PRUDENT (iA)	FOCUS MODERATE (iA)	FOCUS BALANCED (iA)	FOCUS GROWTH (iA)	FOCUS AGGRESSIVE (iA)
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Why hold this managed solution?

Predictable managed solutions in terms of exposure and results, with fixed asset allocation and based on long-term convictions without private investments; ideal for investors who want their risk tolerance to be respected at all times, regardless of the economic environment.

Neutral asset allocation	Fixed income: 70% Equity: 30%	Fixed income: 55% Equity: 45%	Fixed income: 40% Equity: 60%	Fixed income: 25% Equity: 75%	Fixed income: 10% Equity: 90%
Asset allocation decision	Strategic asset allocation				
Return objective	Seek to generate return higher than peer group				
Internal (iAGAM) vs. External underlying portfolio managers	Mostly internal				
Average foreign exposure	~35%	~43%	~51%	~57%	~62%
Currency hedging strategy	Varies based on underlying funds				
Rebalancing	Monthly Managers weight: Annually				
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iA Global Asset Management (iAGAM)				
Recent change(s)	Autumn 2023: Improvements to strategic asset allocation, manager selection and tactical asset allocation.				

SELECTION (iA)

SELECTION PRUDENT (iA)	SELECTION MODERATE (iA)	SELECTION BALANCED (iA)	SELECTION GROWTH (iA)	SELECTION AGGRESSIVE (iA)
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Why hold this managed solution?

Managed solution that benefits from a selection of the best fund managers in their asset categories, while keeping the level of risk in line with the investor profile

Neutral asset allocation	Fixed income: 80% Equity: 20%	Fixed income: 65% Equity: 35%	Fixed income: 50% Equity: 50%	Fixed income: 30% Equity: 70%	Fixed income: 5% Equity: 95%
Asset allocation decision	Strategic and tactical asset allocation Fixed income: 70-90% Equity: 10-30%	Strategic and tactical asset allocation Fixed income: 55-75% Equity: 25-45%	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic and tactical asset allocation Fixed income: 20-40% Equity: 60-80%	Strategic and tactical asset allocation Fixed income: 0-15% Equity: 85-100%
Return objective	Seek to generate return higher than peer group				
Internal (iAGAM) vs. External underlying portfolio managers	Mostly internal				
Average foreign exposure	~32%	~40%	~48%	~58%	~89%
Currency hedging strategy	Actively hedged				
Rebalancing	Ad hoc				
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iA Global Asset Management (iAGAM)				
Recent change(s)	Autumn 2023: Improvements to strategic asset allocation, manager selection and tactical asset allocation.				



DIVERSIFIED (iA)

DIVERSIFIED SECURITY (iA)	DIVERSIFIED (iA)	DIVERSIFIED OPPORTUNITY (iA)
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Why hold this managed solution?

Canadian managed solutions that benefit from the expertise of a highly experienced team of portfolio managers and a very active asset allocation approach based on the economic environment and market risks

Neutral asset allocation	Fixed income: 70% Equity: 30%	Fixed income: 50% Equity: 50%	Fixed income: 30% Equity: 70%
Asset allocation decision	Strategic and tactical asset allocation Fixed income: 60-95% Equity: 5-40%	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic and tactical asset allocation Fixed income: 10-40% Equity: 60-90%
Return objective	Seek to generate return higher than peer group		
Internal (iAGAM) vs. External underlying portfolio managers	100% internal		
Currency hedging strategy	Actively hedged		
Rebalancing	Ad hoc		
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iA Global Asset Management (iAGAM)		
Recent change(s)	Autumn 2023: Improvements to strategic asset allocation, manager selection and tactical asset allocation.		

GLOBAL ASSET ALLOCATION (iA)

GLOBAL ASSET ALLOCATION SECURITY (iA)	GLOBAL ASSET ALLOCATION (iA)	GLOBAL ASSET ALLOCATION OPPORTUNITY (iA)
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Why hold this managed solution?

Global managed solutions that favours a very active allocation, including alternative asset classes which offer low correlations to traditional markets, based on economic and market forecasts.

Neutral asset allocation	Fixed income: 70% Equity: 30%	Fixed income: 50% Equity: 50%	Fixed income: 25% Equity: 75%
Asset allocation decision	Strategic and tactical asset allocation Fixed income: 60-95% Equity: 5-40%	Strategic and tactical asset allocation Fixed income: 40-60% Equity: 40-60%	Strategic and tactical asset allocation Fixed income: 10-40% Equity: 60-90%
Return objective	Seek to generate return higher than peer group		
Internal (iAGAM) vs. External underlying portfolio managers	100% internal		
Average foreign exposure	~65%		
Currency hedging strategy	Actively hedged		
Rebalancing	Ad hoc		
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iA Global Asset Management (iAGAM)		
Recent change(s)	Autumn 2023: Improvements to strategic asset allocation, manager selection and tactical asset allocation.		



? Why hold this index solution?

	INDEXIA (iA)				
	INDEXIA PRUDENT (iA)	INDEXIA MODERATE (iA)	INDEXIA BALANCED (iA)	INDEXIA GROWTH (iA)	INDEXIA AGGRESSIVE (iA)
Solutions for investors looking for a passive exposure to a global portfolio at low cost					
Neutral asset allocation	Fixed income: 70% Equity: 30%	Fixed income: 55% Equity: 45%	Fixed income: 40% Equity: 60%	Fixed income: 25% Equity: 75%	Fixed income: 10% Equity: 90%
Asset allocation decision	Strategic asset allocation				
Return objective	Seeks to obtain a return in line with benchmark				
Internal (iAGAM) vs. External underlying portfolio managers	Mostly external				
Average foreign exposure	~20%	~30%	~40%	~50%	~60%
Currency hedging strategy	Unhedged				
Rebalancing	Monthly				
Portfolio manager(s), Management firm	Tejsvi Rai and Sébastien Mc Mahon, iA Global Asset Management (iAGAM)				
Recent change(s)					

Low ← Risk/reward ratio → High



iAGAM, in-depth expertise in asset allocation

Collaborative synergy approach combines the best of fundamental and quantitative investing

Asset allocation and economics teams



Tej Rai,
B.Sc. Econ, BSE Eng

Senior Vice-President,
Asset Allocation

Member of iA since 2020
with over 15 years of experience

Areas of expertise:

- Quantitative investing
- Strategic and tactical allocation
- Portfolio construction



Sébastien Mc Mahon,
M.Sc. Econ, PRM, CFA

VP, Asset Allocation, Chief Strategist,
Senior Economist and Portfolio Manager

Member of iA since 2013
with over 15 years of experience

Areas of expertise:

- Fundamental investing
- Econometrics
- Portfolio management

The teams of Tej Rai (asset allocation) and Sébastien Mc Mahon (economics) work closely together to optimize the composition of our managed solution portfolios.

What is asset allocation?

An investment philosophy that optimizes portfolio risk and return by allocating assets among asset classes with different characteristics.

- ✓ Equities
- ✓ Bonds
- ✓ Cash
- ✓ Foreign currencies
- ✓ Commodities
- ✓ Alternative assets

Optimizations that take into account...

- Investment horizon
- Client return requirements and expected yields
- Risk metrics and client risk appetite
- Investment policy restrictions

Income Funds

Income funds are conservative funds where returns are generated from low-risk securities that pay predictable interest, such as government bonds and corporate bonds.

No matter the market context, income funds are a key item in building any portfolio: typically, they move in the opposite direction than equity funds and they offset market volatility.

INCOME FUNDS

	MONEY MARKET (iA)	SHORT TERM BOND (iA)	BOND (iA)	CANADIAN CORPORATE BOND (iA)	CORE PLUS BOND (WELLINGTON SQUARE)	FIXED INCOME MANAGED PORTFOLIO (iA)	GLOBAL MULTISECTOR BOND (LOOMIS SAYLES)	GLOBAL FIXED INCOME (PIMCO)
Category	Canadian Money Market	Canadian Short Term Fixed Income	Canadian Fixed Income	Canadian Corporate Fixed Income	Canadian Short Term Fixed Income	Global Fixed Income	Global Fixed Income	Global Fixed Income
Why hold this Fund?	Cash alternative	<ul style="list-style-type: none"> — Emphasis on generating total rate of return consistent with safety of capital by investing in short term high quality canadian fixed income — Short duration reduces volatility and risk of loss when interest rates rise — Can benefit from opportunities in foreign bonds and out-of-benchmark positions 	<ul style="list-style-type: none"> — Emphasis on generating total rate of return consistent with safety of capital by investing in high quality canadian fixed income — Defensive investment in the event of a stock market correction: Active management of duration to benefit from or hedge against changes in interest rates — Can benefit from opportunities in foreign bonds and out-of-benchmark positions 	Higher yields than canadian government fixed income combined with lower volatility (due to lower duration) translate into better risk-adjusted returns	<ul style="list-style-type: none"> — Diversification beyond traditional canadian fixed income strategies by investing mainly in short term North American fixed income — Short duration reduces volatility and risk of loss when interest rates rise — Potentially higher returns by investing in lower quality (riskier) corporate fixed-income securities and by having more latitude with regard to credit selection 	<ul style="list-style-type: none"> — An experienced portfolio manager that chooses for you the best combination and allocation of underlying funds — Investment grade portfolio complemented with diversified exposure to non-traditional fixed income, providing higher return potential while mitigating risk — An actively managed, multi-manager approach that brings together the fixed-income expertise of renowned management firms 	<ul style="list-style-type: none"> — Fund exclusive to iA as a segregated fund — Flexible, opportunistic nature of the Fund allowing portfolio managers to take advantage of market mispricing world opportunities across a range of sectors and in various parts of the capital structure — A disciplined and collaborative investment process, supported by Loomis Sayles' deep global research platform, ensures only their best ideas are represented in the Fund 	<ul style="list-style-type: none"> — Diversification beyond canadian fixed income strategies by investing in all sectors of global bonds — Active management to respond to changing macroeconomic environments: Duration range of 0 to 8 years and geographically unconstrained — Low correlation with core bonds and stocks — Valuable investment when interest rates rise in Canada
Primary composition	Canadian Treasury Bills with a maturity of 3 to 6 months	Canadian Short Term Government and IG Corporate Bonds maturing in 5 years or less	Canadian Government and IG Corporate Bonds	Canadian IG Corporate Bonds	North American Short Term IG Corporate Bonds, HY Bonds and SL	<ul style="list-style-type: none"> — Core : Canadian Government and IG Corporate Bonds — Enhanced : Global Government, IG, HY and EM Bonds & ETFs 	Global Government, IG and HY Bonds	Global Government, IG, HY and EM Bonds
Average credit quality	AAA	A	AA	A	BBB	A	BBB	N/A
Investment process	Systematic process	Top-down & Bottom-up: Active management of duration, sector and yield curve positioning combined with credit analysis of corporate issuers	Top-down & Bottom-up: Active management of duration, sector and yield curve positioning combined with credit analysis of corporate issuers	Top-down sector allocation & Bottom-up security selection (detailed analysis of corporate issuers)	Top-down sector allocation & Bottom-up security selection (detailed analysis of corporate issuers)	Tactical underlying funds allocation	Bottom-up	Top-down big-picture standpoint & Bottom-up security selection
Risk management	— Only high credit quality	<ul style="list-style-type: none"> — 5% max. in HY and SL — +/- 1 year from benchmark duration 	<ul style="list-style-type: none"> — 5% max. in HY and SL — +/- 1 year from benchmark duration 	— 10% max. in HY	<ul style="list-style-type: none"> — 25% max. in HY and SL — IG average credit quality 	— 40% max. in HY and SL	— 40% max. in HY and SL	<ul style="list-style-type: none"> — 50% max. in HY — 20% max. in EM
Maximum foreign exposure	30%	30%	30%	10%	49%	50%	100%	100%
Currency hedging strategy	Actively hedged	Actively hedged	Actively hedged	Actively hedged	100% hedged	Varies based on underlying funds: Actively hedged & 100% hedged	100% hedged	Actively hedged, min. of 90%
Currency exposure	0-30%	0-30%	0-30%	0-10%	0%	0-20%	0%	0-10%
Portfolio manager(s), Management firm	iAGAM	Alexandre Morin and David McCulla, iAGAM	Alexandre Morin and David McCulla, iAGAM	Jean-Pierre D'Agnillo and Charles Barrette, iAGAM	Jeff Sujitno and Amar Dhanoya, Wellington Square	Alexandre Morin and David McCulla, iAGAM	Matthew Eagan, Elaine Stokes and Brian Kennedy, Loomis Sayles	Alfred T. Murata, PIMCO
PRI Signatory/ESG Fund								
Recent change(s)								

Specialty Income Funds

SPECIALTY INCOME FUNDS

	FLOATING RATE INCOME (WELLINGTON SQUARE)	STRATEGIC CORPORATE BOND (iA)	FIDELITY AMERICAN HIGH YIELD-CURRENCY NEUTRAL
Category	Floating Rate Loans	High Yield Fixed Income	High Yield Fixed Income
Why hold this Fund?	<ul style="list-style-type: none"> — Diversification beyond Canadian fixed income strategies by investing in SL and North American HY bonds — Rising interest rate protection: Senior floating rate loans have very short duration (~0.25 years) — Potentially higher returns by investing in lower quality (riskier) corporate fixed income 	<ul style="list-style-type: none"> — Diversification beyond Canadian fixed income strategies by investing in North American HY bonds — Potentially higher returns by investing in lower quality (riskier) corporate fixed income — Less vulnerable when interest rates rise but more correlated to stock market 	<ul style="list-style-type: none"> — Diversification beyond Canadian fixed income strategies by investing in U.S. HY bonds — Potentially higher returns by investing in lower quality (riskier) corporate fixed income — Less vulnerable when interest rates rise but more correlated to stock market
Primary composition	SL & North American HY Bonds	North American HY Bonds	U.S. HY Bonds
Average credit quality	B	B	B
Investment process	Top-down macro analysis and sector allocation & Bottom-up security selection (detailed analysis of corporate issuers)	Bottom-up security selection (80%) & Top-down macro analysis (20%)	Bottom-up credit research, combining quantitative and qualitative analysis
Risk management	<ul style="list-style-type: none"> — 5% max. in a single security — For liquidity: 10% min. in cash or securities that settle within 2 days 	Adjustment of the portfolio's credit quality based on market conditions	<ul style="list-style-type: none"> — 10% max. in a single security — Strict focus on controlling portfolio volatility
Maximum foreign exposure	100%	100%	100%
Currency hedging strategy	100% hedged	Actively hedged	100% hedged
Currency exposure	0%	5-50%	0%
Portfolio manager(s), Management firm	Jeff Sujitno and Amar Dhanoya, Wellington Square	Dan Bastasic, iAGAM	Harley Lank, Fidelity Investments
PRI Signatory/ESG Fund			
Recent change(s)			

What is a specialty fund?

Specialty income funds are a sub-category of income funds that allows investors to focus on a specific type of debt security, e.g., high yield bonds, in which a more traditional bond fund does not generally invest.

They are generally more concentrated and the associated risk is higher.



More concentrated = Higher risk



Why invest in a specialty fund?

Diversification, one of the crucial rules in terms of investments, makes it possible to distribute the risk among fixed-income securities and growth securities. Due to the higher risk of specialty funds, they can be a complement to other funds, thereby improving diversification of the portfolio.

Who are these funds for?

All the while respecting the investor profile, investing a portion of one's assets in a specialty fund may be suitable to an investor seeking a long-term capital growth opportunity.

What specialty funds are available at iA Financial Group?

iA Financial Group currently offers ten specialty funds, found in the Fixed Income funds or Specialty Equity funds category:

Specialty Fixed Income funds

- Floating Rate Income
- Strategic Corporate Bond (iA)
- Fidelity American High Yield Currency Neutral

Specialty Equity funds

- Fidelity Global Innovators®
- Asian Pacific (iA)
- Emerging Markets (Jarislowsky Fraser)
- Global Health Care (Renaissance)
- Global Infrastructure (Dynamic)
- Real Estate Income (iA)
- U.S. DAQ Index (iA)

It is important to remember the importance of limiting the use of specialty funds and to explain their characteristics.

To learn more about these funds, consult the fund fact sheets at: ia.ca/funds-performance.

Diversified Funds





Diversified funds also known as balanced funds, they invest across a mix of bonds and equities. They can invest directly in fixed income securities and stocks or through underlying funds.

? Why hold this Fund?

CANADIAN BALANCED

GLOBAL BALANCED

STRATEGIC INCOME (iA)	GLOBAL DIVERSIFIED (LOOMIS SAYLES)	FIDELITY GLOBAL MONTHLY INCOME	FIDELITY MULTI-ASSET INNOVATION
<ul style="list-style-type: none"> — Manager’s expertise in both fixed income and equity providing unbiased asset allocation decisions and the ability to assess relative value across the capital structure of a company — More aggressive than the average balanced fund: Invests mainly in North American IG and HY fixed income as well as Canadian dividend stocks — Potential for equity-like returns with lower volatility 	<ul style="list-style-type: none"> — Flexible go anywhere mandate (no benchmark constraints) that will invest across multiple asset classes, sectors, regions, countries and currencies in pursuit of a strong total return — A well-diversified, yet concentrated portfolio based on the highest conviction ideas of 4 experienced portfolio managers, who have more than 110 years of combined investment experience — More aggressive than the average global balanced fund, partly due to Loomis Sayles’ view of fixed income as an alpha driver and return enhancer 	<ul style="list-style-type: none"> — Diversification benefits through a unique combination of asset classes that tend to exhibit low or negative correlation to each other — Leverages Fidelity’s dedicated on the ground investment team and global resources — Offers multi-asset class diversification that can help weather volatile market conditions 	<ul style="list-style-type: none"> — Two distinct strategies, one sizable opportunity — Managed by a trio of experienced portfolio managers — Offers a one-ticket solution that combines two different investment approaches to access the higher upside potential of equity and the lower volatility of fixed income

Neutral asset allocation	Fixed income: 40% Equity: 60%	Fixed income: 40% Equity: 60%	Fixed income: 50% Equity: 50%	Fixed income: 40% Equity: 60%
Possible deviation from neutral asset allocation	Fixed income: 30-70% Equity: 30-70%	Fixed income: 30-50% Equity: 50-70%	Fixed income: 30-70% Equity: 30-70%	None
Investment process	Bottom-up security selection (80%) & Top-down macro analysis (20%)	Bottom-up & Top-down	Top-down & Bottom-up	Fixed income: Top-down Equity: Bottom-up
Average number of securities or underlying funds	100-125 securities	Fixed income: 200-400 securities Equity: 40-60 securities	10 underlying funds: 2,500 securities	2 underlying funds: Fidelity Multi-Sector Bond Currency Neutral (~150 securities) & Fidelity Global Innovators (~125 securities)
Average foreign exposure	~49%	100%	100%	100%
Currency hedging strategy	Actively hedged	Fixed income: Actively hedged Equity: Unhedged	Unhedged, except Fidelity Global Bond Fund that is 100% hedged	Fixed income: 100% hedged Equity: Unhedged
Currency exposure	0-25%	0-100%	80-100%	60%
Portfolio manager(s), Management firm	Dan Bastasic, iAGAM	David W. Rolley and Eileen N. Riley, Loomis Sayles	David D. Wolf and David Tulk, Fidelity Investments	Mark Schmehl, Jeff Moore and Michael Plage, Fidelity Investments
PRI Signatory/ESG Fund	 PRI	 PRI	 PRI	 PRI
Recent change(s)				



Canadian Equity Funds

Canadian equity funds give access to companies that operate on the Canadian market. They sometimes have the flexibility to invest in foreign equities up to a certain maximum. Our variety of funds gives you the opportunity to choose between various management styles, market capitalization size and bias of returns (dividend or capital appreciation) that best fit the needs of your client.

LARGE CAP

DIVIDEND AND INCOME

SMALL/MID CAP



Why hold this Fund?

CANADIAN EQUITY GROWTH (iA)	FIDELITY TRUE NORTH®	FIDELITY CANADIAN OPPORTUNITIES	NORTH AMERICAN EQUITY (iA)	CANADIAN EQUITY INDEX (iA)	STRATEGIC EQUITY INCOME (iA)	DIVIDEND GROWTH (iA)	CANADIAN EQUITY SMALL CAP (QV)
<ul style="list-style-type: none"> Large cap Canadian equity strategy with a growth bias that tends to outperform in times of economic growth Can benefit up to 10% from opportunities in small cap Canadian equities 	<ul style="list-style-type: none"> Large cap Canadian equity strategy that invests in dominant companies, that are expected to grow over the long term and that are trading at a higher, albeit reasonable price, in sectors favoured by the economic environment No hesitation to deviate from benchmark according to the portfolio manager convictions to increase fund alpha 	<ul style="list-style-type: none"> Diversification beyond large cap Canadian equities by focusing on small and mid cap Canadian equities A contrarian strategy that aims to identify value in out-of-favour stocks Can benefit up to 10% from opportunities in private stocks Less volatile than large cap Canadian equity funds 	<ul style="list-style-type: none"> Strategy balanced between large cap Canadian and U.S. equities Benefits from approximately 50% exposure to opportunities in the American market Highly experienced team of managers supported by a team of analysts covering North America by business sector 	<p>For investors looking for a passive exposure to the securities of the 60 biggest Canadian companies of the S&P/TSX index</p>	<ul style="list-style-type: none"> Invests in Canadian equities that are undervalued by the market but strong enough to pay a dividend and that have the potential to grow Can benefit up to 49% from opportunities in U.S. stocks Broader sector diversification than the S&P/TSX Composite index 	<ul style="list-style-type: none"> Maximizing income by investing in well-known Canadian equities (mostly large-cap) that endeavor to pay regular and rising dividends Remain invested for the long term to allow stocks to deliver their full dividend potential regardless of the economic environment: Low portfolio turnover Can benefit up to 30% from opportunities in U.S. dividend stocks in sectors where Canadian dividend stocks are limited 	<ul style="list-style-type: none"> Diversification beyond large cap Canadian equities by investing in small and mid cap Canadian equities Invests in quality companies that are undervalued by the market but typically strong enough to pay a dividend

Management style	Growth	GARP	Contrarian	Growth	Passive	Value	Dividend	Quality & Value
Investment process	Top-down macroeconomic analysis & Bottom-up security selection	Bottom-up	Bottom-up	Top-down macroeconomic analysis & Bottom-up security selection	Indexed	Bottom-up security selection (80%) & Top-down macro analysis (20%)	Bottom-up	Bottom-up
Average number of stocks	100-120	80-100	75-100	210 (90 Can / 120 U.S.)	60	40-75	40-50	25-40
Maximum (average) foreign exposure	10% (~7.5%)	30% (~10%)	30% (~10%)	50% (~49%)	0%	49%	30% (~15%)	29% (~2.5%)
Currency hedging strategy	Actively hedged	Unhedged	Unhedged	Unhedged, but may hedge opportunistically	N/A	Actively hedged	Actively hedged	Unhedged
Currency exposure	0-30%	0-30%	0-30%	0-50%	0%	0-25%	0-30%	0-29%
Portfolio manager(s), Management firm	Marc Gagnon, iAGAM	Maxime Lemieux, Fidelity Investments	Hugo Lavallée, Fidelity Investments	Canadian: Marc Gagnon U.S.: Maxime Houde and Jean-René Adam, iAGAM	Daniel Groleau, iAGAM	Dan Bastasic, iAGAM	Danesh Rohinton, Oliver Shao and Jean-René Adam, iAGAM	Joe Jugovic, Ian Cooke and Steven Kim, QV Investors Inc.
PRI Signatory/ESG Fund								+ Tobacco manufacturing free
Recent change(s)				February 2023: New portfolio management team			February 2024: New portfolio management team	

Global Equity Funds

Did you know that **global equity funds** are made up of approximately 50% U.S. equities and 50% international equities, with a small proportion (under 5%) of Canadian equities?

LARGE CAP

SMALL/MID CAP



Why hold this Fund?

	GLOBAL DIVIDEND (DYNAMIC)	GLOBAL DIVIDEND (iA)	GLOBAL EQUITY (iA)	FIDELITY GLOBAL CONCENTRATED EQUITY	GLOBAL TRUE CONVICTION (iA)	GLOBAL EQUITY OPPORTUNISTIC VALUE (WELLINGTON)	GLOBAL EQUITY INDEX ACWI (BLACKROCK)	GLOBAL OPPORTUNITIES (LOOMIS SAYLES)	FIDELITY NORTHSTAR®
	<ul style="list-style-type: none"> Managed by the renown David Fingold: Since the creation of the funds he manages, he has surpassed the performance of his peers Invests in global companies that are undervalued by the markets and that are initiating or increasing their dividends 	<ul style="list-style-type: none"> At least 90% of companies in the Fund pay dividends Bottom-up fundamental process focused on delivering superior risk-adjusted returns through concentrated portfolio of best ideas Companies are evaluated on a wide range of quality criteria, on their competitive advantages and on their ability to growth their dividends over time 	<ul style="list-style-type: none"> Well-diversified core portfolio offering exposure to various global equity markets The quantitative multi-factor approach seeks to identify and invest in securities that provide exposure to multiple return drivers (factors) for enhanced return potential and diversification benefits Geographic diversification similar to the MSCI World Index 	<ul style="list-style-type: none"> Concentrated portfolio of the portfolio manager's best investment ideas Invests in quality companies that are reasonably priced and that have the potential to exhibit predictable and durable earnings growth Flexible "go anywhere" mandate (no benchmark constraints) in terms of market capitalization, geographic and sector allocation 	<ul style="list-style-type: none"> 3 sub-portfolios (Canada, U.S. and International) managed by 3 different teams that seek to leverage their top 15 ideas in each of the sub-portfolios Aims to achieve high total return granted by taking more risks in high conviction ideas Marc Gagnon oversees the 3 combined sub-portfolios and actively manages the risks by ensuring optimal sector diversification 	<ul style="list-style-type: none"> Segregated fund offered as a first by iA Strategy not currently available elsewhere in Canada A counter-strategy that aims to identify discounted companies that are being shunned or temporarily overlooked by other investors in the market. Managed by Wellington Management, one of the world's leading investment management firms 	<p>For investors looking for a passive exposure to global equities, including emerging market equities</p>	<ul style="list-style-type: none"> Fund exclusive to iA as a segregated fund A global equity strategy with no constraints (relative to the benchmark) and strong conviction that invests in multiple sectors, regions and countries Concentrated portfolio of high quality companies representing Loomis Sayles' best ideas 	<ul style="list-style-type: none"> Diversification beyond traditional large cap global equity strategies by also investing in small and mid cap global equities: Flexible "go anywhere" mandate (no benchmark constraints) in terms of market capitalization, geographic and sector allocation Invests in the best companies (leaders) anywhere in the world Managed by three veteran portfolio managers

Management style	Quality and dividend growth	Quality and dividend growth	Quantitative (multifactor)	QUARP	GARP	Value	Passive	Core/Blend	Joel Tillinghast and Dan Dupont: Value Kyle Weaver: Growth
Investment process	Bottom-up	Bottom-up	Bottom-up	Bottom-up	Bottom-up (fundamental and quantitative)	Bottom-up	Indexed	Bottom-up	Bottom-up
Average number of stocks	20-25	30-40	500 and more	40-80	75	85-120	1,500	35-65	630-900
Currency hedging strategy	Unhedged, but may hedge opportunistically	Unhedged, but may hedge opportunistically	Unhedged, but may hedge opportunistically	Unhedged	Unhedged	Defensive	Unhedged	Unhedged	Unhedged
Portfolio manager(s), Management firm	David Fingold, Dynamic Funds	Dan Rohinton, Jean-René Adam and Oliver Shao, iAGAM	Sébastien Vaillancourt and Jean-René Adam, iAGAM	Patrice Quirion, Fidelity Investments	<ul style="list-style-type: none"> U.S.: Dan Rohinton International: Sébastien Vaillancourt Canadian: Marc Gagnon, iAGAM 	David Palmer, Wellington Management	BlackRock	Eileen N. Riley and Lee Rosenbaum, Loomis Sayles	Joel Tillinghast, Daniel Dupont and Kyle Weaver, Fidelity Investments
PRI Signatory/ESG Fund									
Recent change(s)		October 2023: New to the fund lineup	February 2023: New portfolio management team		February 2023: New portfolio management team	October 2022 : New to the fund lineup			


U.S. and International Equity Funds










U.S. equity funds invest in companies located in the United States. The U.S. stock market is very important, representing more than 50% of the world stock market.

International equity funds invests in companies in more than 20 developed markets, including countries in Europe, Australasia and the Far East (East and Southeast Asia), excluding the United States and Canada.

U.S. EQUITY


INTERNATIONAL/EUROPEAN EQUITY

 Why hold this Fund?

	FIDELITY INSIGHTS	THEMATIC INNOVATION (iA)	AMERICAN (DYNAMIC)	U.S. EQUITY (iA)	U.S. DIVIDEND GROWTH (iA)	U.S. EQUITY INDEX (BLACKROCK)	INTERNATIONAL EQUITY (iA)	FIDELITY EUROPEAN EQUITY	INTERNATIONAL EQUITY INDEX (BLACKROCK)
Why hold this Fund?	<ul style="list-style-type: none"> Invests in «best-of-breed» companies, which the portfolio manager believes will offer sustained, above average earnings growth Experienced and internationally recognized portfolio manager Will Danoff He personally meets with hundreds of companies each year to help uncover the best investment opportunities 	<ul style="list-style-type: none"> Invests in U.S. companies benefitting from technological advances and prospering in a perpetually changing environment A different way to invest by focusing on innovation Can benefit up to 10% from opportunities in small cap U.S. equities 	<ul style="list-style-type: none"> Managed by the renown David Fingold: Since the creation of the funds he manages, he has surpassed the performance of his peers Invests in U.S. companies that are undervalued by the markets and that are initiating or increasing their dividends 	<ul style="list-style-type: none"> A well-diversified core portfolio providing exposure to the U.S. equity market The quantitative multi-factor approach seeks to identify and invest in securities that provide exposure to multiple return drivers (factors) for enhanced return potential and diversification benefits 	<ul style="list-style-type: none"> Invests in well-known U.S. equities that endeavor to pay regular and rising dividends High conviction portfolio of companies with significant upside potential and limited downside risk 	For investors looking for a passive exposure to U.S. equities	<ul style="list-style-type: none"> A well-diversified core portfolio with exposure to various equity markets outside of Canada and the United States The quantitative multi-factor approach seeks to identify and invest in securities that provide exposure to multiple return drivers (factors) for enhanced return potential and diversification benefits 	<ul style="list-style-type: none"> Invests in companies in the United Kingdom and continental Europe, developed economies such as France, Germany and Switzerland Leverages Fidelity's dedicated on the ground investment team and global resources 	For investors looking for a passive exposure to international equities
Management style	Growth	Thematic	Quality and dividend growth	Quantitative (multifactor)	Dividend	Passive	Quantitative (multifactor)	QUARP	Passive
Investment process	Bottom-up	Bottom-up	Bottom-up	Bottom-up	Bottom-up	Indexed	Bottom-up	Bottom-up	Indexed
Average number of stocks	200-300	100	20-25	150-300	45-65	500	500 and more	60-90	900-950
Currency hedging strategy	Unhedged	Unhedged	Unhedged, but may hedge opportunistically	Unhedged, but may hedge opportunistically	Actively hedged	Unhedged	Unhedged, but may hedge opportunistically	Unhedged	Unhedged
Portfolio manager(s), Management firm	Will Danoff, Fidelity Investments	Maxime Houde and Jean-René Adam, iAGAM	David Fingold, Dynamic Funds	Sébastien Vaillancourt and Jean-René Adam, iAGAM	Danesh Rohinton, Oliver Shao and Jean-René Adam, iAGAM	BlackRock	Sébastien Vaillancourt and Jean-René Adam, iAGAM	Matthew Siddle, Fidelity Investments	BlackRock
PRI Signatory/ESG Fund									
Recent change(s)		February 2023: New portfolio management team		February 2023: New portfolio management team	February 2024: New portfolio management team		February 2023: New portfolio management team		

Specialty Equity Funds

Specialty equity funds allow investors to focus on a particular geographic region, business sector or specific type of asset. They are generally more concentrated, thus riskier. They can be used as a complement (satellite) fund in a portfolio, thereby improving diversification.

 Why hold this Fund?

FIDELITY GLOBAL INNOVATORS®	ASIAN PACIFIC (iA)	EMERGING MARKETS (JARISLOWSKY FRASER)	GLOBAL HEALTH CARE (RENAISSANCE)	GLOBAL INFRASTRUCTURE (DYNAMIC)	REAL ESTATE INCOME (iA)	U.S. DAQ INDEX (iA)
<ul style="list-style-type: none"> iA is the first to make it available as a segregated fund Renowned, experienced, and award-winning portfolio manager A flexible investment strategy focused on the innovative and disruptive companies in today's rapidly changing world 	<ul style="list-style-type: none"> To gain exposure to Far East investment opportunities – Asia remains underrepresented in most global equity portfolios. To benefit from the rising economic power and strong consumption growth in the new era of Asia. The Asia & Pacific region represents close to 40% of world GDP (World Bank, 2021). The multi-factor quantitative approach aims to identify and invest in securities that provide exposure to multiple drivers of return (factors) for enhanced performance potential and diversification benefits. Geographic diversification similar to that of the MSCI AC Asia Pacific index. 	<ul style="list-style-type: none"> Emphasis on quality stocks and risk management: Jarislowsky Fraser mainly manages for large institutions, foundations and private clients, generally recognized for their strict risk management requirements Invests in companies that provide exposure to sustainable emerging markets growth 	<ul style="list-style-type: none"> Continued tailwinds for strong growth: Aging demographic and burgeoning middle class will continue to drive demand for health care services and by extension health care companies Aims to achieve high total return granted by investing in a specific sector of the economy Fundamental approach that uses an informational edge to invest in innovative high-quality companies over the long-term, unpinned by strong risk management capabilities. 	<ul style="list-style-type: none"> The world of infrastructure is in an era of transformation: Within 40 years, for funding purposes, most of the infrastructure will be transferred to private interests Diversified portfolio of publicly-traded companies from around the globe that own infrastructure assets directly Assets that offer good diversification and that are sought after by pension funds and institutional investors 	<ul style="list-style-type: none"> Exposure to income-producing real estate while saving the cost, work and risk of directly owning investment properties Balance between Canadian REITs (65-75%) and Canadian dividend-paying stocks (15-25%), thus offering better diversification and lower risk than the S&P/TSX and S&P/TSX Capped REIT indices REITs illustrate low correlation to traditional asset classes and can increase portfolio diversification REITs tend to have a higher distribution rate than corporations, as they are only taxed on what remains after distributions to shareholders REITs can provide a hedge against inflation 	<p>For investors looking for a passive exposure to U.S. Nasdaq-100 index, defined by today's modern day industrials, non-financial companies of the United States</p>

Management style	Thematic & High growth	Quantitative (multifactor)	GARP	Core/Blend	QUAPR	Core/Blend	Passive
Investment process	Bottom-up	Systematic multifactor investment approach	Top-down country analysis & Bottom-up security selection	Bottom-up	Top-down big-picture standpoint & Bottom-up security selection	Top-down macroeconomic analysis & Bottom-up security selection	Indexed
Average number of stocks	80-100	350-700	30-70	20-40	25-35	50-75	100
Currency hedging strategy	Unhedged	Unhedged	Actively hedged	Unhedged	Actively hedged	N/A: 100% Canadian investments	Unhedged
Currency exposure	100%	100%	0-100%	100%	10-50%	0%	100%
Portfolio manager(s), Management firm	Mark Schmehl, Fidelity Investments	Sébastien Vaillancourt, iAGAM	Marc Novakoff and Eric Desbiens, Jarislowsky Fraser	Michal Marszal, CIBC Asset Management	Frank Latshaw and Jason Gibbs, Dynamic Funds	Marc Gagnon, iAGAM	Sébastien Vaillancourt, iAGAM
PRI Signatory/ESG Fund							
Recent change(s)		January 2023: New portfolio manager. Prior to January 2023, the Fund held units of the Dynamic Asia Pacific Equity Fund.		September 2022: New portfolio manager			

Useful Definitions

MANAGED SOLUTIONS' ASSET ALLOCATION

Strategic
Process of setting long-term neutral weights for the various asset classes of a Fund and rebalancing the Fund periodically to these neutral allocations.
Tactical
Process of taking an active stance on the strategic asset allocation itself and adjusting long-term neutral weights for a short period to capitalize on the market or economic opportunities.

ALTERNATIVE INVESTMENTS INCLUDED IN GLOBAL ASSET ALLOCATION (iA) FUNDS

Alternative investments are typically anything other than traditional asset classes such as stocks, bonds and cash. These are investments that do not trade on an organized exchange (like NYSE), typically have limited liquidity and require significant capital. They tend to offer higher returns, low correlations to traditional markets and portfolio diversification.

Real estate
Also known as real assets, investments directly in income-producing properties such as office buildings.
Private debt
Debt securities granted to private companies not listed on a stock exchange.
Real estate debt
Mortgages granted to private companies not listed on a stock exchange.
Infrastructure
Also known as real assets, equity securities in private companies operating in the infrastructure industry.
Private equity
Equity securities in a private company.

MAIN FIXED INCOME INVESTMENTS

Government bonds
Debt securities issued by a government to support government spending. They are mostly considered low risk investments since the federal or provincial government backs them, that is why they often carry a lower interest coupon rate. However, government bonds of emerging markets can carry risks that include country risk, political risk and central-bank risk, that is why they carry a higher interest coupon rate than developed market bonds.
Corporate bonds
Debt securities issued by a corporation in order to raise financing. Considered more risky than government bonds, corporate bonds often have a higher interest coupon rate, even for companies with top-flight credit quality.
Investment grade (IG) bonds
Municipal or corporate bonds that present a relatively low risk of default with a credit rating designation higher than BB.
High yield (HY) bonds
Bonds that present a relatively high risk of default with a credit rating designation below BBB. They are commonly known as junk bonds.
Senior loans (SL)
Many companies, generally known but listed as lower quality investments, use senior loans, also known as floating rate loans or bank loans, in order to raise financing. The interest rate on these loans is variable, generally reset quarterly and calculated based on the benchmark variable rate plus a fixed premium.

CHARACTERISTICS OF BONDS

Credit quality ratings (S&P and DBRS agencies)				
AAA, AA, A, BBB, BB, B, CCC, CC, C, D				
Movements interest rates	Senior loans The income is linked to interest rates.		Fixed rate bonds The price is linked to interest rates.	
	Price	Income	Price	Income
	Interest rate increase	Stability	Increase	Decrease
Interest rate decrease	Stability	Decrease	Increase	Stability
Duration				
Measure of the sensitivity of a debt security price to changes in interest rates. In general, the higher the duration, the more a bond's price will drop as interest rates rise, and the greater the interest rate risk.				
Term & Coupon				
The remaining life of a debt security until the issuer must redeem the principal of the bond; it can range from as little as one month to up to 30 years. Between the issue date and maturity date, the bond issuer makes coupon payments, calculated on the basis of the initial interest rate, to the bondholder.				

MAIN INVESTMENT PROCESSES

Top-down
Investment process that focuses primarily on the analysis of macroeconomic factors, and then works its way down through the structural hierarchy, looking at specific companies and their fundamentals last.
Bottom-up
Investment process that focuses primarily on the analysis of specific companies and their fundamentals, and then works its way up through the structural hierarchy, looking at macroeconomic factors last.

FUNDS MAIN INVESTMENT STYLES

Active management
Also known as active investing, it refers to a portfolio management strategy where the manager's expertise, experience, skill and judgment is being utilized to make specific investments with the goal of outperforming an investment benchmark index or target return.
<ul style="list-style-type: none"> Growth Growth portfolio managers invest in companies that exhibit signs of above-average growth compared to their industry's sector or the overall market, even if the share price appears expensive in terms of metrics such as price-to-earnings ratio. Value Value portfolio managers look for stocks they think the stock market is underestimating; stocks that appear to be trading for less than their intrinsic value. Core/Blend Core portfolio managers seek to combine tenets of both growth investing and value investing to select individual stocks; the overall portfolio does not carry a growth nor value bias. GARP (Growth at A Reasonable Price) GARP portfolio managers seek to combine tenets of both growth investing and value investing to select individual stocks; they invest in companies that exhibit signs of above-average growth while excluding companies that have a share price that appears expensive. It carries a growth bias. QUARP (Quality At A Reasonable Price) QUARP managers look for a combination of several quality indicators in a company (competitive advantages, high return on capital, all without excessive leverage) while excluding those that have a share price that appears expensive.
Passive management
Also known as passive investing, it refers to a portfolio management strategy that replicates the investment weighting and returns of a benchmark index.

Useful Definitions

MARKET CAPITALIZATIONS

Market size of a company = Price (market value) of a company's outstanding shares X # of shares

Small cap

A company with a market capitalization of between \$300 million and \$2 billion. As a general rule, small cap companies offer investors more room for growth but also confer greater risk and volatility than large cap companies.

Mid cap

A company with a market capitalization of between \$2 and \$10 billion. Mid cap companies provide a balance between growth and stability.

Large cap

A company with a market capitalization of more than \$10 billion. Globally, large cap companies are usually found in the market's leading benchmark indexes. Generally, large cap companies are typically used as core long-term investments in an investment portfolio because of their stability and potential dividends.

(Definitions may vary)

(DEFINITIONS MAY VARY)

Refer to the document: Understanding currency hedging strategies (F51-328A)

ESG FUND

A type of investment that combines the analysis of environmental, social and governance (ESG) factors with the financial analysis of companies, with the goal of selecting, in a portfolio, companies that contribute concretely to addressing ESG issues.

There are different types of ESG Funds: some put more emphasis on the E, the S or the G.



iAGAM as well as the majority of our external managers are signatories of the United Nation's PRI. The PRI were established to respond to the growing importance of business environmental, social and governance factors in investing practices.

Refer to the document: Socially Responsible Investment (F13-1040A)

Seeing to our clients' financial interests

Manager selection and monitoring process

CHOOSING A FUND MANAGER

Our fund manager selection process gives you access to the expertise of recognized and experienced fund managers. When considering the introduction of a new fund manager to our family of funds, the first step is a detailed examination of the firm and their methods. Our fund manager selection process involves an in-depth analysis of quantitative and qualitative criteria including:

- Long-term return
- Added value in comparison to the reference index
- Volatility of added value
- Acceptable risk levels
- Expertise and experience of fund managers
- Stability of the management team
- Compliance with management styles
- Established investment process
- Firm's reputation
- History of ethical conduct
- Capacity to integrate large volumes of assets
- Quality of service
- Value of assets under management
- Integration into our family of funds

Furthermore, we regularly evaluate our market position to offer a wide range of top quality and trending funds that meet the needs of our clients and allow them to achieve their financial objectives.

MONITORING OF FUND MANAGERS

Once we've selected a fund manager, we make sure that they continue to meet our performance requirements and quality standards on all levels. To accomplish this, a team of experts dedicated to fund management and oversight conduct a continual and methodical follow-up of all our fund managers.

- Each month, they revise, evaluate and compare the performance of each fund manager against that of their peers and of the benchmark.
- Each quarter, they analyze the reasons behind the fund managers' performance.
- Twice a year, they ask fund managers to complete and sign a compliance report (with the code of ethics and investment policy).
- At least once a year, they meet our fund managers to ensure a proper understanding of the investment strategy, the fund's progress and performance, the firm's continuing evolution and changes in the fund management team if any.
- At all times, informal contact is maintained with fund managers about day-to-day fund management.

This rigorous process allows us to offer our clients top quality investment options and to stay abreast of changes made by fund managers, detect potential problems and resolve them if necessary. If a fund manager no longer satisfies the required criteria to remain in our family of funds, we could decide to withdraw the fund.

WHEN DOES A CHANGE IN FUND MANAGERS BECOME NECESSARY?

Since evaluations are not based solely on fund performance, we would not recommend that a fund manager be changed simply because of a fund's substandard performance. We feel that changing or withdrawing a fund manager when their particular management style does not immediately deliver the desired results would be a mistake, because other elements must be taken into consideration. Below is a list of important factors that could lead us to recommend a change in fund managers:

- Negligible added value over a prolonged period
- Deviation in management style
- Changes in key personnel
- Mergers or acquisition by another firm
- Changes in the investment process
- Questionable ethics

THE ADVISOR'S ESSENTIAL DOCUMENTS

- Choose iA Magazine (F13-846A)
- Fund Codes and Management Expense Ratios (F13-1000A)
- Summary of Guarantees (F13-1001A)
- Tax Reference Sheet (F13-645A)
- iA's One-stop shop (F13-1137A)



Our attention to detail and solid track record allow us to fulfil our primary mission: Seeing to our clients' financial interests!

Summary of Income and Equity Funds key features

FIXED INCOME FUNDS	Manager (firm)	CIFSC Category	Averaged credit quality ¹	Risk vs. Category ²
FIXED INCOME				
Money Market (iA)	iAGAM	Canadian Money Market	AAA	Low
Short Term Bond (iA)	iAGAM	Canadian Short Term Fixed Income	A	Average
Core Plus Bond (Wellington Square)	Wellington Square	Canadian Short Term Fixed Income	BBB	High
Bond (iA)	iAGAM	Canadian Fixed Income	AA	Average
Canadian Corporate Bond (iA)	iAGAM	Canadian Corporate Fixed Income	A	Average
Fixed Income Managed Portfolio (iA)	iAGAM	Global Fixed Income	A	Average ³
Global Multisector Bond (Loomis Sayles)	Loomis Sayles	Global Fixed Income	BBB	Average to high ³
Global Fixed Income (PIMCO)	PIMCO	Global Fixed Income	N/A	High
INCOME FUNDS - Specialty				
Floating Rate Income (Wellington Square)	Wellington Square	Floating Rate Loans	B	Low to average
Strategic Corporate Bond (iA)	iAGAM	High Yield Fixed Income	B	Average
Fidelity American High Yield Currency Neutral	Fidelity Investments	High Yield Fixed Income	B	Average to high
EQUITY FUNDS				
MANAGER (firm)				
CIFSC Category				
Management style				
Risk vs. Category²				
CANADIAN EQUITY FUNDS				
Sustainable Canadian Equity (iA)	iAGAM	Canadian Equity	Blend	Average ³
Strategic Equity Income (iA)	iAGAM	Canadian Dividend & Income Equity	Value	Low
Dividend Growth (iA)	iAGAM	Canadian Dividend & Income Equity	Dividend	Average
Canadian Equity Index (iA)	iAGAM	Canadian Equity	Indexed	Average
Fidelity True North*	Fidelity Investments	Canadian Equity	GARP	Low to average
Canadian Equity Growth (iA)	iAGAM	Canadian Equity	Growth	Average
Fidelity Canadian Opportunities	Fidelity Investments	Canadian Equity	Contrarian	Average
Canadian Equity Small Cap (QV)	QV Investors	Canadian Small/Mid Cap Equity	Quality & Value	Average
North American Equity (iA)	iAGAM	Mostly Canadian Equities	Growth	Average

EQUITY FUNDS	Manager (firm)	CIFSC Category	Management style	Risk vs. Category ²
U.S. & INTERNATIONAL EQUITY FUNDS				
Climate Strategy (Wellington)	Wellington Management	Global Equity	Blend	Average
Global Equity Index ACWI (BlackRock)	BlackRock	Global Equity	Indexed	Low to average
Global Dividend (Dynamic)	Dynamic Funds	Global Equity	Quality & Dividend Growth	Low
Global Dividend (iA)	iAGAM	Global Equity	Quality & Dividend Growth	-
Global Equity (iA)	iAGAM	Global Equity	Quantitative (Multifactor)	Low to average
Global Opportunities (Loomis Sayles)	Loomis Sayles	Global Equity	Blend	Average to high ³
Global True Conviction (iA)	iAGAM	Global Equity	GARP	Average
Global Equity Opportunistic Value (Wellington)	Wellington Management	Global Equity	Value	Low to average
Fidelity Global Concentrated Equity	Fidelity Investments	Global Equity	QUARP	High
Fidelity NorthStar*	Fidelity Investments	Global Small/Mid Cap Equity	Value & Growth	Low
International Equity Index (BlackRock)	BlackRock	International Equity	Indexed	Average
International Equity (iA)	iAGAM	International Equity	Quantitative (Multifactor)	Low to average
Fidelity European Equity	Fidelity Investments	European Equity	QUARP	Low to average
U.S. Equity Index (BlackRock)	BlackRock	U.S. Equity	Indexed	Average
Fidelity Insights	Fidelity Investments	U.S. Equity	Growth	Average
Thematic Innovation (iA)	iAGAM	U.S. Equity	Thematic	Average
American (Dynamic)	Dynamic Funds	U.S. Equity	Quality & Dividend Growth	Low to average ³
U.S. Equity (iA)	iAGAM	U.S. Equity	Quantitative (Multifactor)	Low to average
U.S. Dividend Growth (iA)	iAGAM	U.S. Equity	Dividend	Low
SPECIALTY FUNDS				
Fidelity Global Innovators*	Fidelity Investments	Global Equity	Thematic & High Growth	High
Asian Pacific (iA)	iAGAM	Asia Pacific Equity	Quantitative (multifactor)	High
Emerging Markets (Jarislowsky Fraser)	Jarislowsky Fraser	Emerging Markets Equity	GARP	Average
Global Health Care (Renaissance)	CIBC Asset Management	CIFSC Sector Equity	Blend	Average
Global Infrastructure (Dynamic)	Dynamic Funds	Global Infrastructure Equity	QUARP	Average to high ³
Real Estate Income (iA)	iAGAM	Real Estate Equity	Blend	Average to high
U.S. DAQ Index (iA)	iAGAM	U.S. Equity	Indexed	High

¹ As at June 30, 2022

² Morningstar 3-yr average, in comparison to Peer Group

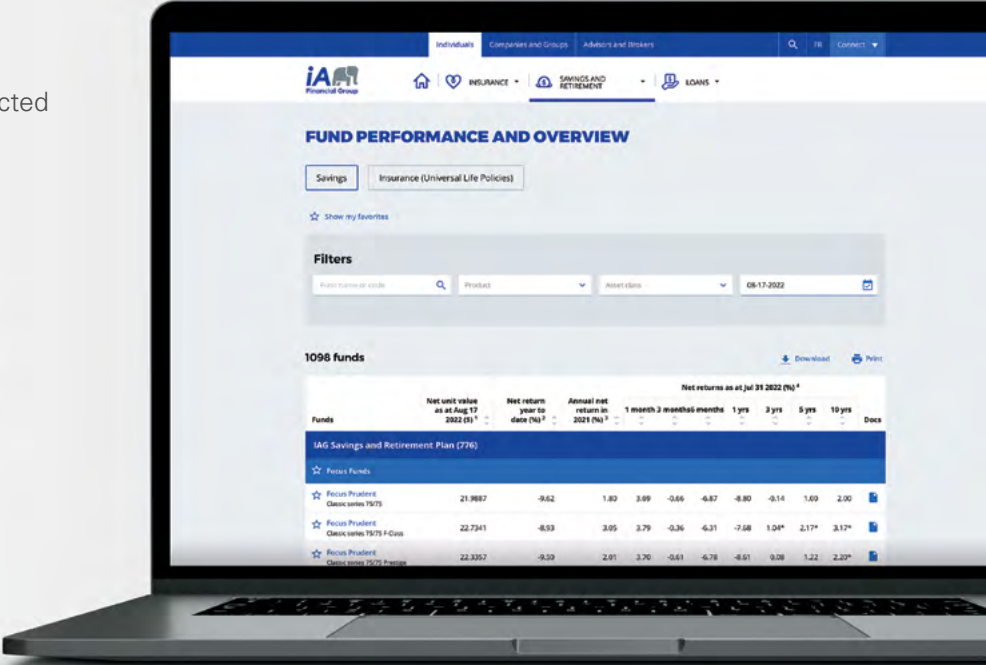
³ Estimated based on a shorter period (<3 years) or by a fund employing the same strategy

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