Macquarie Private Wealth
A world of opportunities

MACQUARIE

FORWARD THINKING WEALTH MANAGEMENT

PHILIP FRANCIS, CIM, FCSI, Ch.P. *Strategic Wealth®*, INVESTMENT ADVISOR

About Macquarie

Founded in Australia in 1969, the Macquarie Group has always been committed to continuous growth. Since 1992, this global provider of banking, financial, advisory, investment and funds management services has reported successive years of profits and growth.

Macquarie Private Wealth offers investors tailored financial solutions, award-winning research, recognized financial strength, and a global vantage point — a world of opportunities to build your personal wealth.

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Seasoned wealth management services

With extensive experience, education and integrity, we offer advisory and discretionary investment services and financial planning leadership for investors who seek long-term growth and preservation of their capital. Following our disciplined, sophisticated investment process and passion to help people achieve their goals, we specialize in risk management to help investors plan for retirement and pass their wealth and wise financial management to the next generation.

A global perspective

Macquarie Private Wealth has a local presence and the same high credit quality, products and services that the Canadian bank-owned firms offer — with some important differences. Our firm has a global reach and perspective; we do our own independent thinking; and our advisors are not pressured to recommend certain products or platforms. So you can always be sure of getting objective advice.

A multigenerational, client-focused approach

Philip Francis is fortunate that the majority of his clients have extended his role well beyond that of Investment Advisor to encompass all aspects of financial planning and capital management, working closely with their families' teams of professional advisors.

This enables Philip to take a holistic approach to your wealth, one that considers the whole picture and the interdependence of the differing elements. It also provides you with a single point of contact and the assurance that all of your advisors' efforts are efficiently dovetailed.

Philip has built very strong relationships with his clients, and has had the pleasure of advising multiple generations of their families. He makes it a priority to get to know them all and address their different needs. Our clients have expressed appreciation for our highly personalized service, client-first philosophy, accessibility, and deep commitment to helping them realize their life goals. Above all, they value what seems to be a rare attribute these days — our ability to listen.

Customized service and reliability

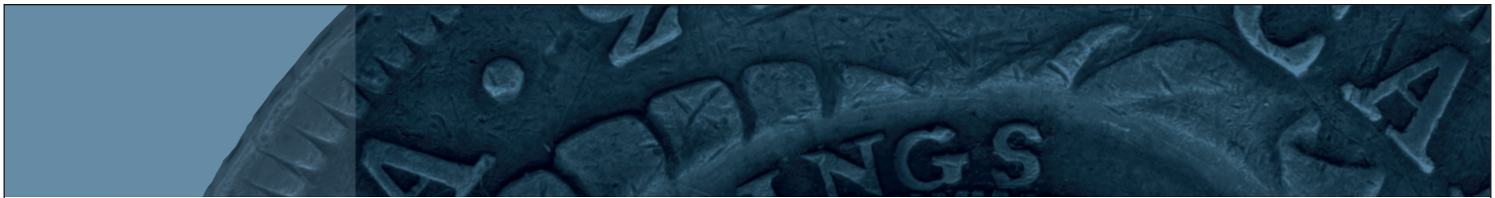
We will dedicate ourselves to your unique needs, take the time to understand your objectives and provide you with sound, practical guidance to serve your best interests. Following a careful assessment of your financial objectives — considering income versus growth, risk tolerance, tax minimization, time horizon, among other factors — we will determine a suitable structure for your investment portfolio.

We will then construct and manage a balanced portfolio for you through a proven, disciplined approach, advising you on the selection of specific investments, and drawing on the recommendations of Macquarie Private Wealth's award-winning research analysts and in-house investment strategists.

Our service plan involves regular contact through telephone and email and periodic face-to-face review meetings.

Our clientele

Our clients come from all walks of life. Many are business owners and professionals, particularly from the medical community — educated investors who value advice and enjoy being involved in their financial decisions. A second category would be retired singles or couples who need to generate tax-efficient income and understand the significance of effective risk management. And thirdly, we work with pre-retirement families who are inheriting wealth or need help planning and growing their capital for retirement.



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Philip Francis

Forward thinking wealth management (continued)

Whether you are an experienced investor looking for the advice and assistance of a trusted professional, or you want to learn how to manage your investments in partnership with someone who will take the time to guide you through the process, Philip's background and experience make him uniquely well qualified to serve as your Investment Advisor.

Risk management

Having worked in investment banking for ten years in London and Toronto, Philip has a deep understanding of the fundamentals of risk management. His first priority is to identify and manage risk effectively.

Using a top-down portfolio approach, Philip ensures your portfolio is never too exposed to currency, interest rate, commodity price or equity market risks — and works to maintain the appropriate balance in terms of the economy and each sector.

We take responsibility to ensure that your net worth is appropriately structured to avoid unnecessary exposure to volatility. We determine the amount of capital you should hold in stocks relative to fixed income, cash, commodities, or real estate, and diversify your wealth across a number of different markets, assets and regions so that a downturn in one area does not bring about loss.

In addition we will endeavour to ensure that you do not take on excessive risk to generate your required yield. Our clients are more interested in absolute returns (the percentage of gains their portfolio actually earns) rather than relative returns (the portfolio's success relative to the market indices).

Once we have identified the most promising sectors, we select securities and other types of investments through a strong bottom-up approach, drawing upon our expertise and Macquarie's award-winning research to determine which individual companies in each sector represent the highest quality and profit potential.

Comprehensive wealth management services

We go well beyond portfolio construction and management to provide comprehensive financial planning services. Philip is insurance† licensed, and has undergone rigorous training in financial planning strategies to qualify for his Chartered Professional *Strategic Wealth* designation. To simplify your finances and provide a single point of contact for you, he will work closely with your lawyers, tax accountants and estate planners.

Contact us

Philip Francis offers the ultimate in experienced portfolio construction and management. As a dedicated, highly trained wealth strategist, Philip offers comprehensive financial planning leadership for your family's long-term success. If you desire multidimensional expertise delivered with the utmost in integrity, reliability and client focus, we welcome your call.

Visit our website at www.philipfrancis.ca

†Insurance products and services are offered through life insurance licensed Advisors through Macquarie Insurance Services Ltd., a wholly owned subsidiary of Macquarie Private Wealth Inc. ("MPW")