Macquarie Private Wealth

A world of opportunities

MACQUARIE

TEAM PROFILES

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.

Philip Francis, CIM, FCSI
Ch.P. *Strategic Wealth*®
Investment Advisor and Associate Portfolio Manager
T: 604 640 0209
philip.francis@macquarie.com

Sheena Capozzi
Investment Services Associate
T: 604 640 0309
sheena.capozzi@macquarie.com

Macquarie Private Wealth Inc.
550 Burrard Street, Suite 500
Vancouver, BC V6C 2B5
TF: 1 866 640 0400
F: 604 640 0300

Visit our website at www.philipfrancis.ca

Integrity

We have earned a reputation for consistency, dependability and integrity in our client-advisor partnerships. This is due, in part, to our transparency and ability to operate free of conflicts of interest. Many of our clients opt to work with us on a fee basis rather than paying commissions for each trade we make on their behalf. By paying a fee based on a percentage of their assets, our clients can be assured that our interests are closely aligned.

Objectivity

As advisors at Macquarie Private Wealth, we have the freedom and flexibility to select whatever investment vehicles best serve our clients' interests. We provide unbiased investment advice, as there is no pressure to recommend any particular platforms or products, or hold certain investments through market conditions when doing so may not be in our clients' best interests.

Trust

Recently, the reputation of the investment industry has suffered through poor risk management and conflicts of interest and has experienced a loss of public trust. We believe there is a very high onus placed on all who handle other people's money to be very clear and transparent at all times regarding fee structures, processes and any potential conflicts of interest.

Gratitude

Investment counselling is a noble profession: to be entrusted with the most confidential aspects of your clients' lives and the lifeblood of their families' security demands from us the very highest standard of behaviour — at least as high as that required by the medical profession. We are constantly grateful for the trust that is placed in us — it is a responsibility and a privilege that we take on with integrity.

Philip Francis, CIM, FCSI, Ch.P. *Strategic Wealth*®
Investment Advisor and Assc. Portfolio Manager

Philip is an Investment Advisor and Associate Portfolio Manager with a wealth of financial leadership experience in both the public and private sectors, impressive educational credentials and several of the industry's most highly regarded designations.

For over 10 years, Philip has been helping Canadian investors meet their financial goals, providing professional guidance through his disciplined approach to investing and a scrupulous code of integrity. In 1999, he became a Fellow of the Canadian Securities Institute (FCSI).

Prior to becoming an Investment Advisor, Philip spent a decade working in British Government service, stationed in London, Geneva and New York. Following this post, he was Managing Director with a global investment bank, specializing in financial risk management; a Financial Consultant at CIBC Wood Gundy; and an Investment Advisor with RBC Dominion Securities before joining Macquarie Private Wealth in January 2010.

Philip holds his BA (Hons.) in Economics from the University of Exeter, England, and is a past President of the University of Exeter Students' Union. He is among the first Investment Advisors in Canada to earn the Chartered Professional — *Strategic Wealth* designation, an accreditation from the Canadian Securities Institute requiring rigorous training in disciplines including investment management, financial planning, portfolio management and other specialized financial areas of expertise. Philip also holds the Canadian Investment Manager (CIM) designation.

Married with three grown children, Philip is active in the Vancouver Westside community, and is currently on the Board of Directors of the Vancouver Hospice Society. He enjoys golf, cycling and early Vancouver history. In 2005, he received the Citizen of the Year award from the Kerrisdale Business Association.

Sheena Capozzi
Investment Services Associate

Sheena has worked in the securities industry since 1986, and has experience handling everything from public company shareholder relations to commodities clearing. She helped start two successful brokerage firms in Vancouver and for a tiime, was also a broker who had her own client base. Sheena has been registered in the securities industry since 1991 and began working with our firm in 1995. Sheena's experience and commitment to client service are widely appreciated by our clients.

As an Investment Services Associate, Sheena is licensed to handle all areas of the business but her focus is on client service — passing on recommendations, answering your questions, placing orders, dealing with your accountant or other advisors, and handling forms and administration of the business.

Born and raised on the North Shore (the daughter of Herb Capozzi, former MLA and BC Sports Hall of Famer), Sheena enjoys spending time with her young family and volunteering in her community of Pemberton Heights in North Vancouver.

Proud to be part of Macquarie Private Wealth

We are proud to be part of Macquarie Private Wealth, a powerful new global presence that is redefining what Canadians can expect from a personal investment firm.

At Macquarie Private Wealth, we provide our investors with tailored financial solutions, award-winning research, recognized financial strength, and a global perspective — in short, a world of opportunities to build your personal wealth.

Macquarie Private Wealth is part of the Macquarie Banking and Financial Services Group, the primary relationship manager for Macquarie's private client base. The firm's unique structure and management style enable us to exercise significant operating freedom balanced by limits on risk and observance of professional standards. We share the core values of the Macquarie Group, which include integrity, client commitment, strive for profitability, fulfillment for our people, teamwork, and highest standards.

With the client focus of an independent investment boutique along with the backing and benefits of one of the world's largest and most diverse financial companies, Macquarie Private Wealth has an enviable position and strength in the industry.

We belong to the Investment Industry Regulatory Organization of Canada (IIROC) and, as a client of an IIROC firm, your investments are insured by the Canadian Investor Protection Fund (CIPF).

The Macquarie Group

We are part of the Macquarie Group (Macquarie), a global provider of banking, financial, advisory, investment and funds management services.

Macquarie's main business focus is making returns by providing a diversified range of services to clients. Macquarie acts on behalf of institutional, corporate and retail clients and counterparties throughout the world.

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