

Contemporary
Approach to

Investment Management



A Contemporary Approach

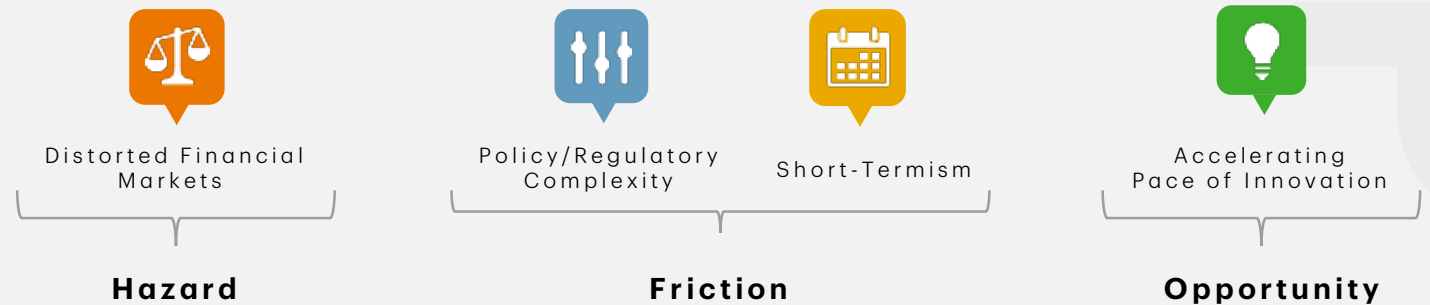
At TD Wealth, we believe that the key to managing a contemporary portfolio lies in establishing an investment process that takes our complex biological, social, cultural and technological world into account.

We are committed to a diverse and adaptive approach to investment management. We understand that in order to prosper in current and future financial environments, we need to use more than just traditional finance tools. We need to look at the whole picture.

Why a new approach matters

The financial environment has created a challenging landscape for investors:

- Interest rates have fallen to historic lows
- Financial markets have become increasingly volatile
- Global financial issues have become highly interconnected



Your Wealth Plan

We start by taking the time to really get to know you and discover what truly matters to you. From there, we'll work together to build a tailored wealth plan that fully reflects your needs and will help you achieve your personal vision of success. This is the foundation that will drive your unique investment portfolio.

Your wealth plan includes wealth solutions in four key areas tailored to you.



Build Net Worth



Implement Tax-efficient Strategies



Protect What Matters



Leave a Legacy

Your Wealth Personality™

Your investment success can't be understood with just a set of numbers.

A combination of factors influence your decision making process, including your goals, motivations, family life and financial blind spots. When assessing these factors, and how they fit into your overall *Wealth Personality*™, TD Wealth advisors use the cutting-edge field of Behavioural Finance to dig deep and really get to know who you are.

Understanding the influence of psychology on your financial behaviour helps us deliver relevant advice to help you achieve your goals.



How we're different

We believe the key to successful investing is committing to a strategy that aligns with a specific investment philosophy with a core set of principles. These principles are the basis of Risk Priority Management – the foundation of what we do at TD Wealth. Upon that foundation, TD Wealth advisors build portfolios that align to each individual client's goals and objectives.

Philosophy

Portfolio management begins and ends with a well-defined investment philosophy, a determined portfolio construction process and a robust commitment to risk management.



Risk Priority Management Investment Principles

- 1 Innovate and look forward
- 2 Invest like an owner
- 3 Embrace human behaviour
- 4 Mitigate outside and inside risks
- 5 Pursue real returns
- 6 Do well and good
- 7 Provide for lifetimes over market cycles
- 8 Expect value

True Diversification

We believe in providing our clients with a well constructed wealth plan that offers true diversification. One that balances broad asset allocation, risk-factor diversification with a deep understanding of financial behavior.



True
Diversification

Philosophy

Portfolio management begins and ends with a well-defined investment philosophy, a determined portfolio construction process and a robust commitment to risk management.

Asset Class

A greater spectrum of asset classes including: equity, fixed income, absolute return and private capital.

Risk Factor

Investment portfolios have a kind of DNA, composed of numerous risk factors some of which include Equity, income, volatility, liquidity, real asset and foreign exchange.

Behaviour

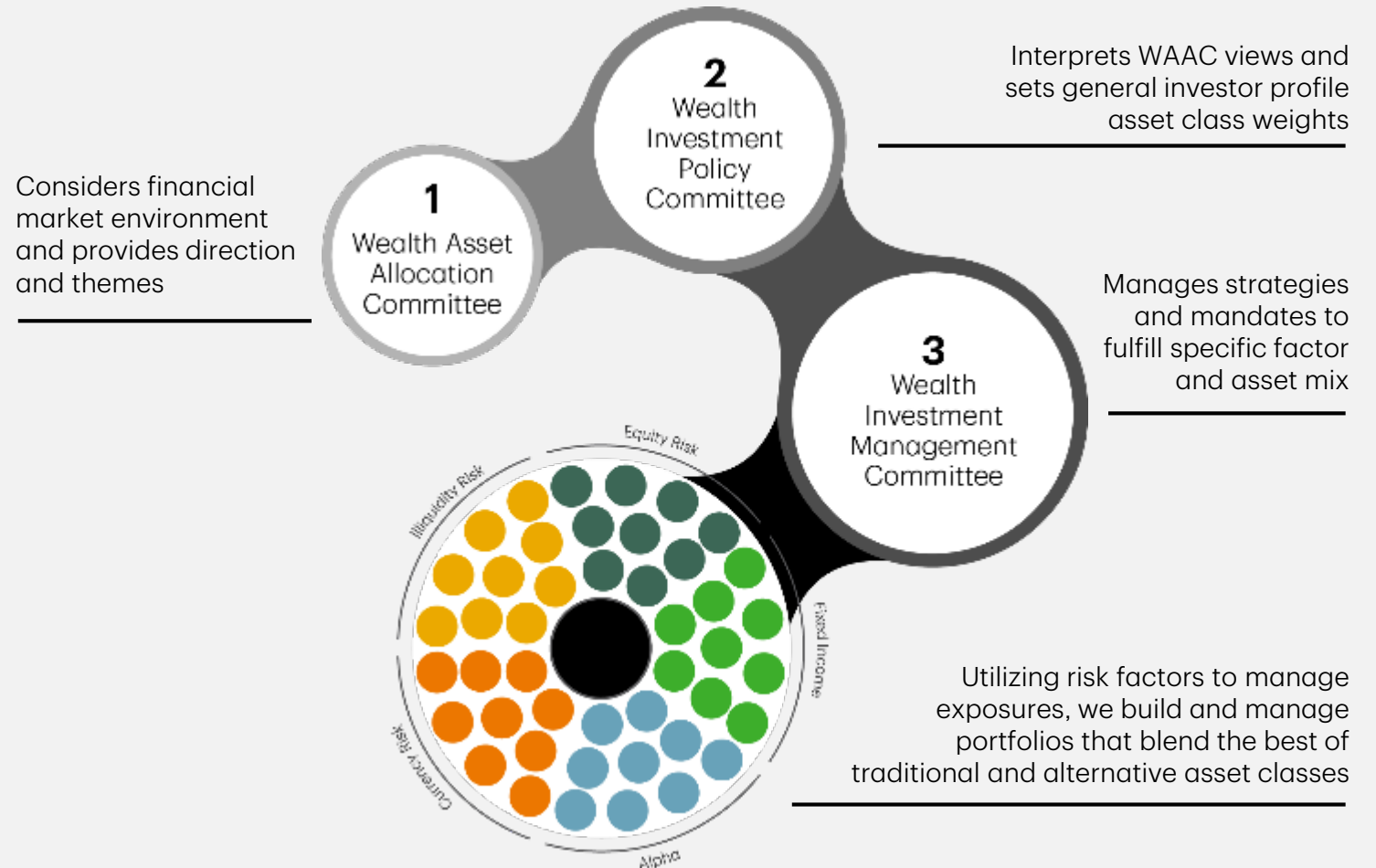
We all have investing blind spots and we use discovery tools to help clients make better decisions by better understanding themselves.

Disciplined Process

Investment is a very human endeavor.

Our disciplined strategic process leverages a diverse group of industry experts from across TD.

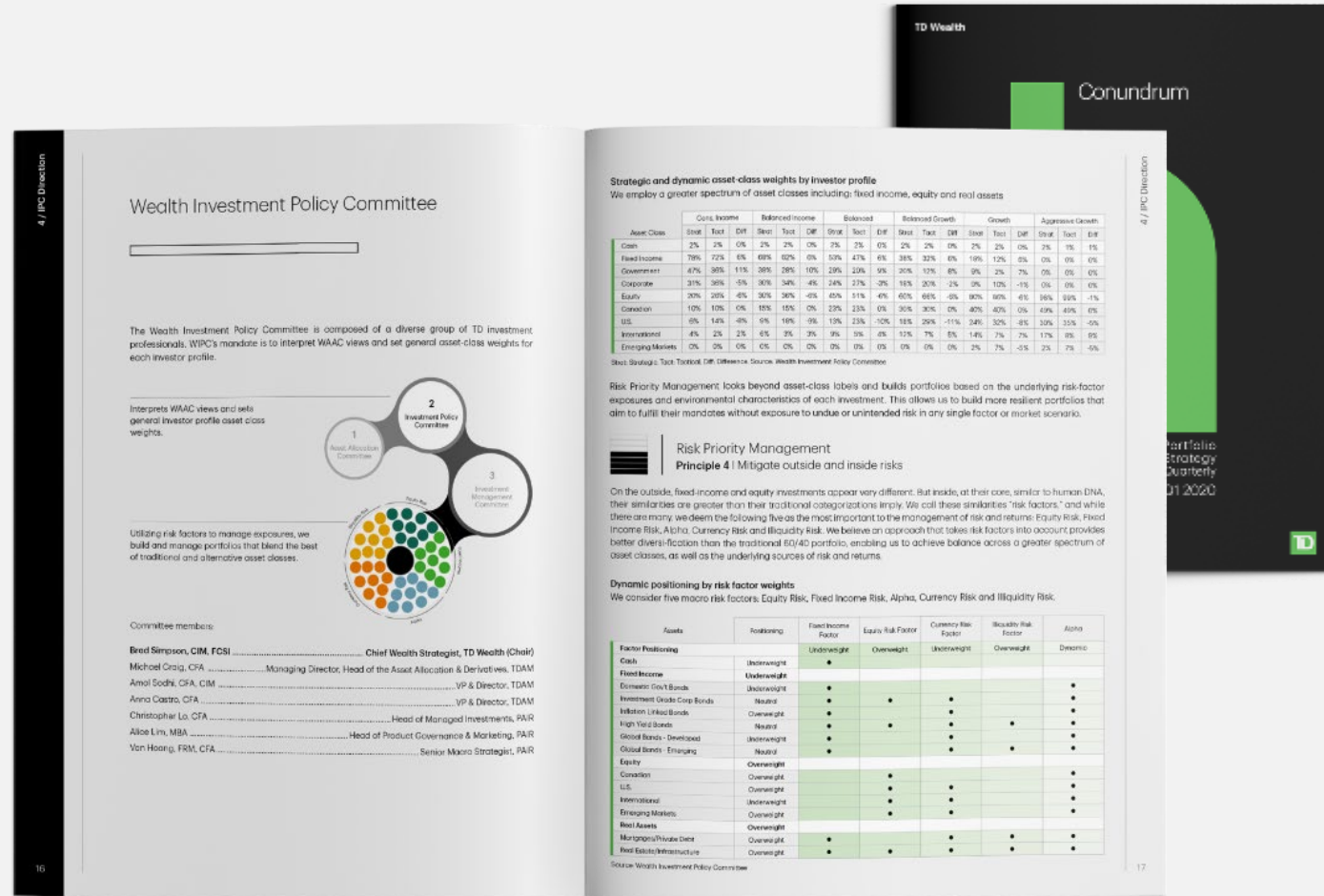
Our people make the difference. With a deep commitment to understanding the global economy, the function and behaviour of financial markets, in addition to the art, and science, of what makes them tick, we manage goal-based portfolios and we've built a distinct track record of success.



It's not what, but how

Complex Markets can be difficult to decipher.

We provide advisors and their clients with a global on-going perspective to help explain the issues and trends affecting their portfolios.

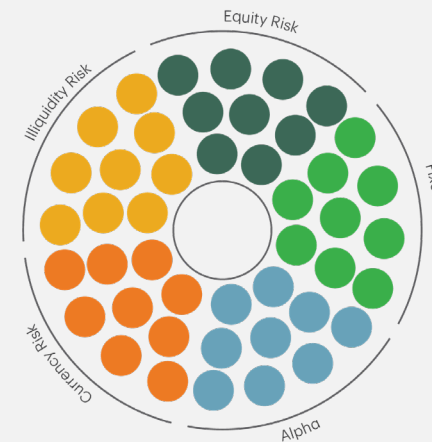
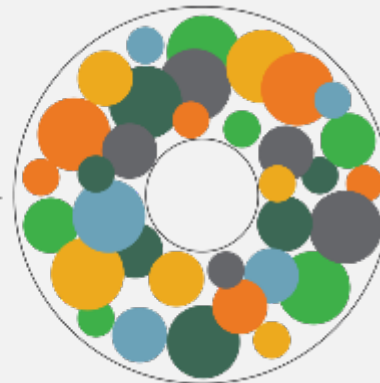
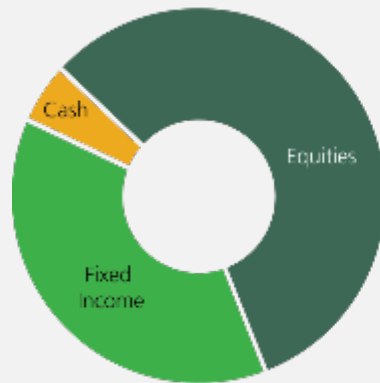


Asset allocation isn't enough

On the outside, fixed-income and equity investments appear very different. At their core, as in human DNA, they share many similarities - what we call 'risk factors'. The following five risk factors are the most important to managing risk and return: Equity Risk, Fixed Income Risk, Alpha Risk, Currency Risk and Illiquidity Risk. We strongly believe an approach that takes risk factors into account provides better diversification and enables us to achieve balance across a spectrum of asset classes.

Traditional Portfolios

Traditional asset classes share many of the same risk factors



Risk Managed Portfolios

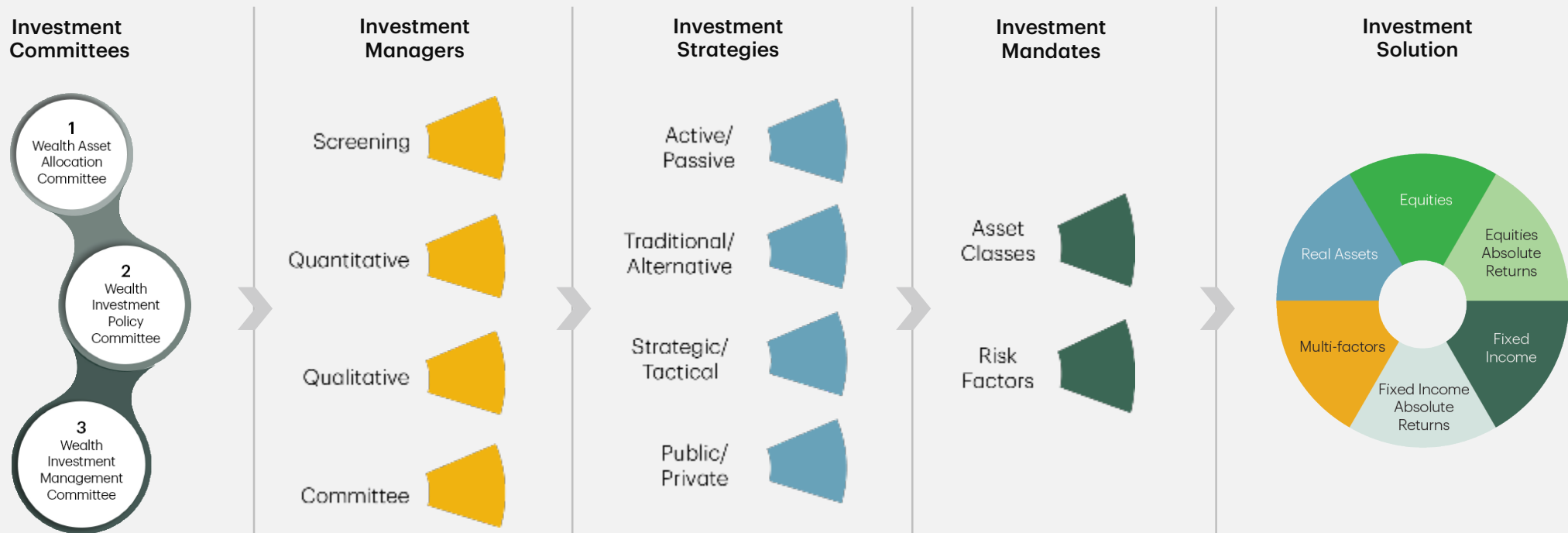
Enhanced asset classes help manage individual risk factors

● Equity Risk ● Fixed Income Risk ● Alpha ● Currency Risk ● Illiquidity Risk

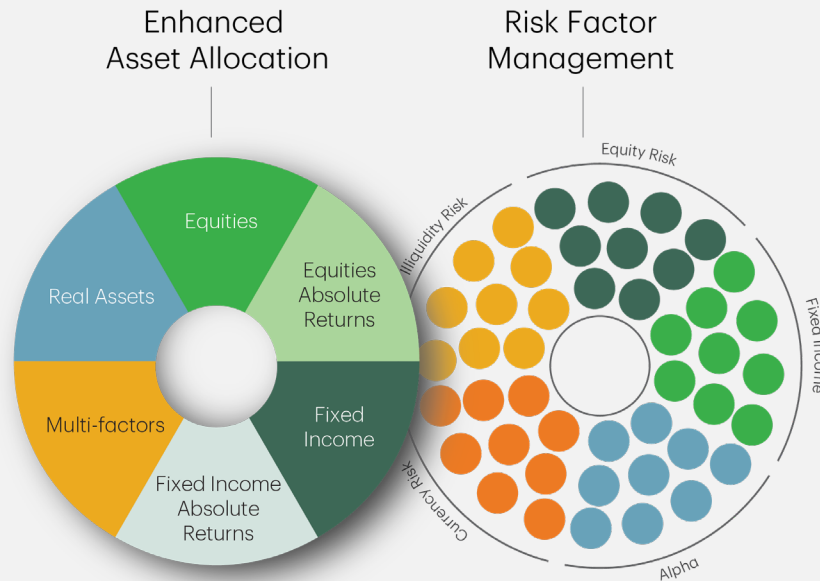
The New Standard

It's our process, not our products that sets us apart.

During periods of extreme volatility, traditional asset classes tend to correlate, thereby nullifying their diversification benefits. We are committed to enhanced diversification and work to build portfolios that blend the best of both traditional and alternative asset classes.



TD Wealth Portfolios



● Equity Risk ● Fixed Income Risk ● Alpha ● Currency Risk ● Illiquidity Risk

We build and manage portfolios that blend the best of traditional and alternative asset classes.

- Adhere to a proven investment philosophy
- Managed based on client goals and objectives
- Leverage TD Wealth Asset Allocation and Implementation Committees
- Inspired by best practices from global pensions, endowments and family offices
- Less reliant on public equity markets

The Outcome

The key to managing a contemporary portfolio lies in establishing an investment approach that is designed to adapt to the ever-changing environment. A well thought out wealth plan and a contemporary portfolio approach with true diversification, balancing broad asset allocation and risk-factor diversification from specialists who have a deep understanding of financial behavior.

We aim to provide you a portfolio that:

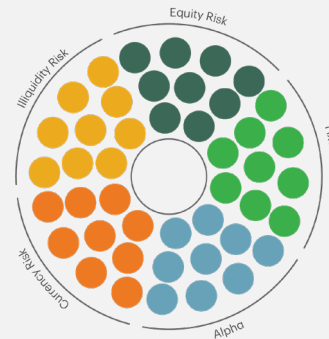
Stays focused on your goals

Properly places investor goals and needs ahead of “benchmark” performance.



Reflects enhanced asset allocation

Enhances the traditional asset-allocation process, which is full of equity risk and rising correlations



Provides consistent returns

Aims to deliver consistent returns with less pain: lower losses, less often, and for shorter periods of time.

Incorporates proper risk factor diversification

Provides the foundation for a properly diversified portfolio

Demonstrates reduced volatility

Reduces the reliance on interest-sensitive, low-return/high-risk investments to protect against expected volatility.

Important Information

While Risk Priority Management defines our guiding principles, TD Wealth Advisors build portfolios that align to each individual customer's goals and objectives.

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