Guarding the prosperity journey.

Guardian Prosper™ solutions are specifically tailored for the decumulation phase of the retirement savings lifecycle, which requires a focus on wealth preservation and income generation.

Guardian
PROSPER™

GUARDIAN CAPITAL

The decumulation challenge.

Longevity is an ever-increasing threat to retirees' ability to live off their assets.

What it means.

Increasing Lifespan

83 YEARS

of age is the average lifespan in Canada today, up from 71 in 1960. With retirement planning needs moving from 10 years to potentially 30 years, thoughtful new approaches to managing assets are required.[1]

Shifting Assets

60% OF WEALTH

in Canada ($6.1T) is controlled by the baby boomer and silent generations, which equates to a huge shift in assets that are moving from the accumulation phase to the decumulation phase.[2]

Evolving Demographics

1 IN 5 CANADIANS

will be considered retirees by 2026, nearly double the proportion seen in 2001.[3]

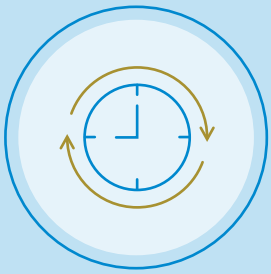
Contributing Factors.

Insufficient Income

Interest rates and dividend yields are at or near record lows, forcing investors to look elsewhere for income. Consequently, investors are not able to rely solely on low risk assets, such as government bonds.[4]

Drawdown Risk Amplified

In the decumulation phase, especially early on in retirement, clients are highly exposed to sequencing risk, meaning they have a reduced ability to recover from drawdowns, which in turn requires a focus on capital preservation.



Increased Time Horizon

Fewer people are approaching retirement with sufficient savings, while lifespans continue to lengthen. On average, retirees face a ten-year savings gap and as a result assets need to grow, not just be protected.[5]

Solutions tailored for decumulation.

Guardian Directed Outcomes Solutions combine a select portfolio of global equities with a carefully constructed overlay of derivative strategies, managed by our experienced investment teams, to help investors achieve their goals.

- **Guardian Directed Equity Path Strategy: Constructed to dynamically defend against market volatility.** For investors looking for deliberate downside protection to allow them to remain invested in equity markets at all times, this strategy creates a new path and steady income.
- **Guardian Directed Premium Yield Strategy: Constructed to drive steady tax-efficient[6] cash flow.** Utilizes option strategies to create a steadier return experience over time, targeting a persistent and sustainable distribution of 6% annually.[7]
- **Guardian Risk Managed Conservative Portfolio: Growth, capital preservation and income in one solution.** An alternative balanced approach with downside protection, reduced volatility and a quicker recovery – comparable to bonds.

High Annual Income

4% or 6% targeted distribution yields aim to provide tax-efficient[6] income alternatives for investors.[7]

Lower Volatility

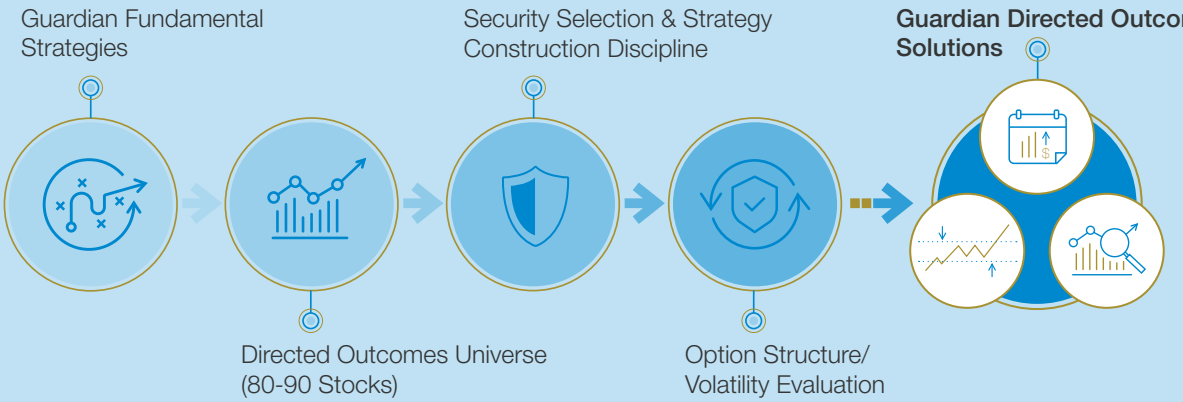
High-quality investments and the use of option overlays help to preserve capital.

Drawdown Risk

Reduced downside risk increases the probability of meeting retirement goals.

Our methodology.

- **Select high-quality stocks** vetted by our experienced investment managers.
- **Narrow the list** to those stocks with sufficient option liquidity, and that help to efficiently create a robust and diversified global equity strategy.
- **Employ a derivative overlay strategy** that increases the tax-efficient[6] income generation of the strategy as well as dampens volatility and helps minimize the big swings typical of equity markets.



Guardian Directed Equity Path Strategy

ETF
Ticker: GDEP (Hedged) | GDEP.B (Unhedged)
Management Fee: 0.85%

FUND
Series F: GCG 698
Management Fee: 0.85%

Guardian Directed Premium Yield Strategy

ETF
Ticker: GDPY (Hedged) | GDPY.B (Unhedged)
Management Fee: 0.85%

FUND
Series F: GCG 697
Management Fee: 0.85%

Guardian Risk Managed Conservative Portfolio

FUND
Series F: GCG 684
Management Fee: 0.65%

Meet our team.

Experience matters when guiding complex strategies. Lead Managers, Dino Bourdos, Head of Investment Solutions, and Denis Larose, Chief Investment Officer, bring years of direct experience in derivatives investing and managing solutions to Guardian Directed Outcomes Solutions. They access high-quality, high-conviction investment ideas from Guardian's experienced teams and strategies: Guardian Capital LP and its subsidiary, UK-based GuardCap Asset Management and US-based Alta Capital Management.

Dino Bourdos, CFA
Head of Investment Solutions
Guardian Capital LP

Denis Larose, FCIA, FSA, CFA
Chief Investment Officer
Guardian Capital LP

Please read the prospectus before investing. Important information about the Guardian Capital mutual funds and exchange traded fund ("ETF") is contained in its prospectus. Commissions, trailing commissions, management fees and expenses all may be associated with investments in mutual funds and ETFs. You will usually pay brokerage fees to your dealer if you purchase or sell units of an ETF on the Toronto Stock Exchange ("TSX"). If the units are purchased or sold on the TSX, investors may pay more than the current net asset value when buying units of the ETF and may receive less than the current net asset value when selling them. Mutual funds and ETFs are not guaranteed, their values change frequently and past performance may not be repeated. This document is intended as a general source of information. It is not intended to provide specific individual advice including, without limitation, investment, financial, legal, accounting or tax, and should not be relied upon in that regard. Individuals should seek the advice of professionals, as appropriate, regarding any particular investment. Every effort has been made to ensure that the information contained in this document is accurate at the time of publication, but is subject to change at any time, without notice, and Guardian is under no obligation to update the information contained herein. Certain information contained in this document has been obtained from external sources which Guardian believes to be reliable, however we cannot guarantee its accuracy. Guardian Capital LP is the Manager of the Guardian Capital mutual funds adn ETFs and is a wholly-owned subsidiary of Guardian Capital Group Limited, a publicly traded firm, the shares of which are listed on the Toronto Stock Exchange. For further information on Guardian Capital LP and its affiliates, please visit www.guardiancapital.com

Sources:
1 United Nations, World Population Prospects, 2020
2 Statistics Canada, Survey of Financial Security, 2016 Evolving Demographics
3 Statistics Canada, Population Projections for Canada (2018-2068), September 2019
4 Bloomberg, United States Rates & Bonds, June 2020
5 Bloomberg, Retirees Might Run Out of Money 10 Years Before They Die, June 2019
6 Distributions are expected to be primarily capital gains generated from option premiums and securities transactions
7 As disclosed in the ETF's prospectus, the ETF intends to make monthly distributions based on a targeted annualized monthly distribution of 4% (GDEP) or 6% (GDPY), respectively, of the NAV per Unit at the end of the prior year. Distributions may consist of net income, dividends, net realized capital gains, and may also include return of capital.

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Your prosperity journey starts here.

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