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™
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
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 cash flow.**
  Utilizes option strategies to create a steadier return experience over time, targeting a persistent and sustainable distribution of 6% annually.

- **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.

**Solutions tailored for decumulation.**

- **High Annual Income**
  4% or 6% targeted distribution yields aim to provide tax-efficient income alternatives for investors.

- **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 income generation of the strategy as well as dampens volatility and helps minimize the big swings typical of equity markets.
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

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