

# Fixed-income and cash management solutions

*Managing your responsibilities with confidence*

When you are investing for yourself or on behalf of an organization, the qualities you look for in an investment provider are often similar to those you look for in an investment: qualities such as security, safety and stability.

At RBC Dominion Securities, we offer our clients access to the deepest and broadest selection of secure money market and fixed-income investments in Canada.

Through our relationship with RBC Capital Markets, we are a leader in all areas of the fixed-income and money markets:

## *Fixed Income*

- Canada's leader by overall market share with ~20%
- Canada's corporate bond leader by market share with 25% – nearly double that of our closest competitor
- #1 or #2 rank in Canadas, Corporates and Municipals
- Maintains prices for over 10,000 fixed-income securities on a regular basis.

## *Money Markets*

- One of Canada's leading money market dealers
- Daily T-bill trading volumes average over \$4 billion
- Holds 25% of the Canadian market for corporate commercial paper
- Market dealer in 95% (79 of 83) of current active CP programs

Our clients also appreciate the security that comes from choosing a firm that is a fully owned subsidiary of Canada's premier financial institution, Royal Bank

## Canada's fixed-income leader

- Cash management solutions to optimize free cash flows
- Access to virtually every Triple-A rated and R1 debt instrument in the market
- Professional advice from a dedicated advisor backed by a team of specialists
- Investment Policy Statements establishing strict parameters for the management of your funds
- Strategies to maximize yield without compromising on security
- Maturity dates structured to ensure access to funds when you need it
- Ongoing client service including portfolio monitoring, cash inflow / outflow management, quarterly and on-demand reporting and regular portfolio reviews

of Canada (RBC). As the leader of the Canadian financial sector – ranked the world's most stable in a recent survey – RBC gives clients additional confidence in an uncertain economic environment.<sup>†</sup>

By choosing RBC, you are choosing the premiere financial institution in the world's premiere financial sector.

<sup>†</sup>World Economic Forum's Global Competitiveness Report, October 2008.

## FIXED-INCOME EXPERIENCE YOU CAN COUNT ON

At RBC Dominion Securities, we have extensive experience helping individuals and organizations manage their financial assets according to specific guidelines. Our clients include local governments, condominium corporations, faith groups, treasury departments, schools and hospitals.

The process starts with your personal Investment Advisor, who will consult with the key individuals in your organization to understand your specific requirements and objectives. Based on these consultations, and with input from our team of fixed-income experts, your Investment Advisor will develop or modify your Investment Policy Statement (IPS). This document serves as the “road map” for investment decisions and determines standards for investment quality, asset allocation and risk management, among other things. Should your organization also have ethical, social or environmental criteria, your Investment Advisor can incorporate these into your IPS as well.

On an ongoing basis, your Investment Advisor will provide client service, ensure your assets are managed in accordance to your IPS and periodically review and update your IPS as necessary.

### COMPETITIVE PRICING ON A VAST ARRAY OF FIXED-INCOME AND MONEY MARKET INVESTMENTS

RBC Dominion Securities offers its clients access to over 10,000 different fixed-income and money market investments from RBC Capital Markets, Canada’s leading underwriter and among the top 15 globally.<sup>†</sup> On an average day, RBC Capital Markets trades fixed-income investments exceeding \$2.5 billion in government and corporate bonds. RBC Capital Markets is also Canada’s top money market dealer, with T-Bill trading volumes surpassing \$4 billion daily.

<sup>†</sup>The Bloomberg 20 Top Underwriters (2007)

### DEDICATED FIXED-INCOME EXPERTS

Supporting your Investment Advisor is a team fixed-income specialists – the RBC Dominion Securities Fixed Income Desk. The desk’s traders assist with trade execution on large or complex transactions, source product and develop new products. The desk also includes portfolio advisors, who provide market commentary, credit and interest rate analysis and advice on portfolio structure.

#### Key facts about RBC

- › Serves 18 million clients worldwide through four business lines: Capital Markets, Wealth Management, Banking and Insurance
- › Market capitalization: \$60 billion
- › Fifth-largest bank in North America by assets and market capitalization
- › Eighth-largest bank worldwide by market capitalization
- › Credit ratings: Moody’s: Aaa, S&P: AA- (Stable) and Fitch: AA (Stable)
- › Annual revenue: \$21 billion (2008)
- › Net income: \$4.5 billion (2008)
- › Employees: 70,000+

### The complete universe of fixed-income investments

- › Treasury Bills
- › Banker’s Acceptances
- › Guaranteed Investment Certificates (GICs)
- › Provincial bonds
- › Municipal bonds
- › Government of Canada bonds
- › Strip bonds / coupons
- › Inflation-indexed (real return) bonds / coupons
- › Step-up bonds
- › Floating rate notes
- › New issues
- › Canadian dollar-denominated foreign bonds (Maples)
- › Eurobonds

### Higher yield investments

- › Investment-grade corporate bonds
- › Asset-Backed Securities
- › Mortgage-Backed Securities
- › Callable residuals
- › Capital trust securities (hybrid bonds)
- › Preferred shares
- › High-yield corporate bonds

### Turnkey solutions

- › Coupon Annuity Packages (CAPs)
- › Guaranteed Monthly Income Packages (GEMs)
- › Laddered Packages
- › Fixed-Income Guided Portfolios