



Wealth Management  
Dominion Securities

# Fixed-income and cash management solutions for your organization

When you are investing 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.

Please contact us for more information.

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 based on assets under administration:<sup>1</sup>

- #1 debt underwriter in Canada for 16 consecutive years<sup>2</sup>
- #1 in Canadian corporate debt and #2 in Canadian government debt<sup>3,4</sup>
- A top 10 underwriter in U.S. debt with extensive coverage and expertise across both primary and secondary corporate markets
- #1 in Canada for Market Share, Sales Quality and Trading Quality (Greenwich Associates 2015)
- Winner Best Bank Fixed Income Research & Strategy (Technical Analyst Awards, 2015) and

Canadian Fixed-Income Research Quality Leader (Greenwich Associates, 2015)

Our clients appreciate the security that comes from choosing a firm that is a wholly owned subsidiary of Canada's premier financial institution, Royal Bank of Canada (RBC). A leader in the Canadian financial sector – ranked among the world's best and safest by both Bloomberg Markets and Global Finance in 2013 and 2014 – RBC gives clients additional confidence in an uncertain economic environment.

## Fixed-income experience you can count on

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

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.

### 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

### Key facts about RBC<sup>5</sup>

- Serves over 16 million clients worldwide through five business lines: Capital Markets, Wealth Management, Banking, Investor & Treasury Services and Insurance
- Market capitalization: \$74 billion
- Canada's largest bank by assets and market capitalization
- A top 20 bank globally and the fifth-largest in bank in North America by market capitalization
- Stable credit ratings: Moody's Aa3; S&P AA-; Fitch AA; DBRS AA
- Over 80,000 full- and part-time employees worldwide

### 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
- Turn-key solutions
- Coupon Annuity Packages (CAPs)
- Guaranteed Monthly Income Packages (GEMs)
- Laddered packages
- Fixed-Income Guided Portfolios

<sup>1</sup>Source: Investor Economics, Q2 2015 <sup>2</sup> Financial information is provided by RBC Capital Markets and current as of April 2016. For the latest information, please contact us. <sup>3</sup> Greenwich Leaders – Canadian Fixed Income (2014) <sup>4</sup> Bloomberg Canadian Government League Tables (2015 YTD, as of 08/17/2015) – Full Credit to Lead <sup>5</sup> Sources: RBC.com and Bloomberg as of April 8, 2016. For the latest financial information, please contact us.