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Essential advice for your financial health

We're here to answer your questions.



WEALTH MANAGEMENT

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Why diversify your investments?

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The different asset types do not all undergo the same fluctuations. Frequently, bonds are up while stocks are down. The more you diversify the types of assets in your portfolio, the more you reduce the risks associated with market volatility.

Annual return in percentage by asset category in local currency (2008 to 2024)

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	_
8.3	52.0	17.6	10.0	16.0	41.3	23.9	21.6	21.1	28.7	4.2	24.8	16.6	27.6	-4.0	22.9	36.4	
6.1	35.1	13.0	4.6	15.3	31.7	14.1	19.5	8.1	17.4	1.9	22.9	16.3	25.1	-5.8	19.5	28.7	
-14.9	15.6	9.5	4.6	14.2	31.6	11.8	17.7	7.7	16.4	1.3	20.9	14.8	18.0	-7.8	15.7	21.7	
-21.2	15.0	9.1	1.0	13.4	14.9	10.6	6.7	7.0	13.8	-0.7	16.5	9.8	11.1	-10.1	12.1	17.9	
-27.3	12.5	7.3	-4.6	8.6	13.0	9.1	3.6	4.7	9.7	-1.5	15.6	8.6	10.8	-11.5	11.8	16.6	
-28.8	7.4	6.9	-8.7	7.2	4.3	7.0	2.6	1.5	9.1	-5.6	12.9	6.4	-0.9	-12.0	7.3	13.8	
-33.0	5.2	3.5	-9.5	3.7	1.8	4.1	2.4	0.9	2.7	-6.5	7.0	5.6	-2.7	-12.2	6.4	5.7	t ii s
-41.4	4.6	2.6	-16.1	2.1	-1.5	3.0	-8.3	-2.0	0.3	-8.9	3.0	5.2	-3.1	-13.9	4.9	4.1	t
-	lian stocks tional stocl	κs		_	5. stocks Inadian bor	nds			Global sto Balanced				-	ng markets la short-ter			

Click on ne numbers the graph to ee the names of ne corresponding ssets.

*The Balanced profile is represented by a combination of the following indices: 40% FTSE TMX Universe, 21% S&P/TSX, 21% S&P 500 (\$CA), 12% MSCI EAFE (\$CA), 6% MSCI EM (\$CA). Source: CIO Office (Data via Refinitiv), from January 1 to December 31.

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At what age should you start saving for retirement?

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The later you start, the higher your annual contribution will have to be. For example, if you start saving for retirement at age 50, you may have to put aside more than 50% of your yearly gross income. Achieve your goals with ease by beginning as early as possible.

Annual contribution necessary to reach a target amount by age 65







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Emotions can lead to making rushed decisions when it comes to your investments. To manage your emotions, identify the scenarios (market correction, drop in value of securities, etc.) in which you may act irrationally.



The graph below shows that despite momentary dips during crises, the long-term trend is on the rise.

Growth of \$100 invested in the S&P/TSX Total Return Index

1968 USSR invades Czechoslovakia	1991 Coup d'état in Russia	2011 U.S. debt downgraded, threat of double dip recessio
1970 US invades Cambodia – new peak in Vietnam War	1993 Bombing of World Trade Center	2012 European crisis: debt, unemployment, austerity
1971 Wage / price freezes in the U.S.	1995 Second Quebec referendum	2013 U.S. budget crisis, weak growth in China
1973 Energy crisis / Arab oil embargo	1997 "Asian Flu" financial crisis	2014 Crisis in Ukraine
1974 Nixon resigns to pre-empt impeachment	1999 Y2K paranoia	2015 Paris attacks
1975 Clouded economic prospects	2000 Tech bubble bursts	2016 Brexit and U.S. elections
1977 Markets begin a major slump	2001 9-11 terrorist attacks	2017 Increase in key interest rate in Canada
1978 Interest rates rise – Stagflation	2002 Major accounting scandals sap confidence in financial system	
1979 USSR invades Afghanistan	2003 War in Iraq	2018 U.S. trade rates/NAFTA renegotiation
1980 Oil prices skyrocket – First Quebec referendum	2005 London metro and bus bombings	2019 U.SChina trade conflict
1981 Short-term interest rates in Canada hit 21%	2007 Subprime crisis	2020 Global health crisis – COVID-19 2021
1982 Falklands War	2008 Global financial system near collapse	2022 Major increase in key interest rate in Canada
1990 Persian Gulf crisis / Iraq invades Kuwait	2009 Major equity markets 50% below their peaks	and the United States

Source: CIO Office (data via Refinitiv). S&P/TSX total return index from August 31, 1965, to December 31, 2024. For more information on the changes to this index, please visit tsx.com.

Should you hold on to your investments during market fluctuations?



As the saying goes, a picture is worth a thousand words. As you can see in the graph below, those who stayed invested in the market during the financial crisis of 2008 obtained a much greater yield over 10 years than those who temporarily withdrew their stocks.



Source: CIO Office (data via Refinitiv, National Bank of Canada and C.D. Howe Institute). S&P/TSX total return index from December 31, 2007, to December 31, 2024. All values are represented in Canadian dollars. Past performance is no guarantee of future results. This is for illustrative purposes only and not indicative of any investment. An investment cannot be made directly in an index. Market: S&P/TSX.



How many times have you successfully timed the markets?



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In the long run, what truly matters is the frequency of savings and passage of time, not market timing.



*Annualized money-weighted rate of return. Source: CIO Office (Data via Refinitiv), from December 1990 to December 2024.



Should you keep pursuing your goals?



All asset categories undergo variations over time, but in the long term, they tend to evolve favourably. Regardless of your portfolio's composition, it is important to stay the course in pursuing your goals and to think about the long term.

Source: CIO Office (data via Refinitiv, National Bank of Canada). S&P/TSX total return index from September 30, 1977, to December 31, 2024. For more information on the changes to this index, please visit tsx.com.

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Investing in several GICs with different maturity dates allows you to anticipate fluctuating interest rates while having access to part of your invested principal each year and take advantage of more attractive long-term rates.

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	\$5,000	Cash solution	S								
ent	\$5,000	1-year GIC	5-year GIC					5-year GIC			
Initial investment \$30,000	\$5,000	2-year GIC		5-year GIC					5-year GIC		
ial inv \$30,	\$5,000	3-year GIC			5-year GIC					5-year GIC	
Init	\$5,000	4-year GIC				5-year GIC					5-year GIC
	\$5,000	5-year GIC					5-year GIC				

Laddering PLUS

Adding a market-linked GIC to each strategy allows you to increase your potential return with exposure to a diversified equity portfolio or a reference index of low-volatility securities.

Repay your debts or save: What are your options?*

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After paying off your mandatory expenses (e.g., minimum payment, mortgage payment, HBP), what can you do with your surplus money?



Maximize your

RRSP and TFSA

Registered plans that meet your needs



Did you know that the government offers incentives with various benefits that can help you grow your money and achieve your goals and dreams? A variety of plans are available, including:

FHSA Buying your first home	RESP Your children's education	RRSP Your retirement	TFSA Your projects and dreams		
	BE	NEFITS			
 Reduces taxable income Your savings and earnings grow tax-free 	 Government grants Your savings and earnings grow tax-free 	 Reduces taxable income Your savings and earnings grow tax-free 	 Your savings and earnings grow tax-free Tax-free withdrawals 		
	GOOD	το κνοψ			
To be eligible to contribute, you must not have lived in a qualifying home owned by you or your partner this year or within the previous four years.	With an RESP, you can boost your savings with government grants of up to 20–40% of your contributions each year, including the Canada Education Savings Grant (CESG).	The Home Buyers' Plan (HBP) allows you to withdraw up to \$60,000 from your RRSP tax-free to buy your first home.	You can withdraw money from your TFSA for any type of project, whether short- or medium-term.		
	arious savings accounts, you must have tax resid nt of Canada for tax purposes. You also need to				



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Do you have a plan for your children's education?

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RESP

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Source: 1. Statistics Canada. Table 37-10-0121-01, *Canadian students, tuition and additional compulsory fees, by level of study*. Reproduced and distributed on an "as is" basis with the permission of Statistics Canada. 2. <u>Canada Education Savings Program – 2021 Annual Statistical Review</u>. 3. Galarneau, Diane and Laura Gibson. 2020. "Trends in student debt of postsecondary graduates in Canada: Results from the National Graduates Survey. 2018". *Insights on Canadian Society*. August. Statistics Canada Catalogue no. 75-006-X.

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Are you fully benefiting from government grants?

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How do RESPs work?

An RESP is a registered savings plan that allows you to save for your children's postsecondary education tax-free. Moreover, government grants can increase your savings by 20% to 40% per year. If you opened your RESP late, or if you don't save each year, the unused amount can be carried over so you can catch up one year at a time.

Tax benefits

Who can contribute?	Canadian residents age 18 and overHolders of a social insurance number
Who can benefit?	Canadian residentsHolders of a social insurance number
Beneficiary age limit	 Family plan: last contribution made before the beneficiary's 31st birthday Individual plan: last contribution made before the end of the 31st year after the plan was opened
Maximum contributions	• \$50,000 per beneficiary for the duration of the plan
End of the plan	 The RESP must be closed before December 31 in the 35th year after the plan was opened.



What happens if the child does not pursue his studies?







Why save early in an RESP?

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It is best to begin investing in an RESP as soon as your child is born, allowing you to benefit from available grants and establish a solid investment strategy. The earlier you invest, the more you promote the growth of your investments.

Annual investment of \$2,500 in an RESP at a 3.75% rate of return*



The Canada Education Savings Grant was added to the annual contributions.



Investing a small amount each month is easier than investing a large amount each year.



*The figures in this chart are assumptions only and are provided to illustrate the potential advantages of investing in an RESP under identical conditions.



Saving for a project

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Do you have a clear plan for saving for a project?





Sources: 1. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC).
2. FP Canada – 2022 Financial Stress Index.
3. Léger study commissioned by Allstate Canada, an insurance company, conducted from October 29 to November 1, 2021.

How should you plan a project?

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Systematic saving consists in setting up automatic debits of a specific amount at specific intervals. For example, you may decide to set aside \$25 per week for an undetermined duration or \$100 per month for one year.

Eligible accounts	Eligible investment solutions	Minimum contribution
 > Savings account > RESP > TFSA* > RRSP > FHSA 	 > High-interest savings account > Cash equivalent solutions > Mutual funds 	\$25

Evolution of the portfolio value based on the monthly savings amount



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4 good reasons to save systematically

VII's worthwhile: The earlier you start, the quicker your savings will increase.

It's accessible: Putting aside smaller amounts regularly is easier than putting aside one big sum all at once.

V It's simple: Set up automatic debits once, and that's it!

It's practical: Choose the frequency and amount that best suit you.



Assumption: Calculation based on an effective return of 3.75%. *A minimum initial investment of \$1,000 is required before making a systematic investment plan.

Financial health

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Do you have enough money to get you through unexpected events?

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Sources: 1. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC) 2. BDO Annual Affordability Index, September 29, 2022.

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10 tips to reach financial health

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An emergency fund is an amount of money that you put aside to get through an unexpected event. Don't confuse unexpected expenses with occasional ones, such as back-to-school shopping, buying winter tires or holiday expenses, as these should already be planned in your budget.









Have you thought about risk management?

Integrate risk management into your financial planning in order to facilitate the growth of your estate, maintain your way of life once retired and bequeath a part of your estate after your death.









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Do you occasionally revise your insurance plan?

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Insurance needs vary with age. It is important to review your coverage to ensure it always suits your needs.





Death without a will: Who will inherit?

The data presented above are strictly hypothetical and serve to illustrate the various types of insurance protection available.

How to distinguish your different insurance needs

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Take the time to thoroughly analyze your insurance needs by distinguishing fundamental characteristics from strategic ones.



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Are you ready to retire?







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RRSP, TFSA or FHSA? Source: 1. Finance and planning – R Financial Resilier

Source: 1. Financial optimism during the pandemic: Canadians discovering true value of advice and planning – RBC poll, March 2021. 2. Financial Planning: A Pathway to Improved Financial Resilience, Financial Resilience Institute's Full Report, July 2023.



Have you started planning your retirement?

5 risks of

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Prepare

a budget

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Proper planning is essential to living out a retirement that fulfills your expectations. However, retirement is not just about numbers; it is equally important to take the time to identify your wishes and projects.



Have you considered these 5 retirement risks?

ight) 1. Underestimating your life expectancy

According to recent statistics, if you are currently 60 years old, you or your partner have a 50% chance of living to the age of 94.

2. Not accounting for inflation

Essential goods undergo the largest fluctuations.

. Forgetting to plan for healthcare expenses

Starting at age 70, healthcare costs for Canadians tend to nearly double every 10 years.

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4. Withdrawing too much money

It is crucial to properly calculate how much money to withdraw so that you don't use up your capital too quickly. In the example chart, we can see that someone who takes out 10% of their assets each year (weighted for inflation) will run out of money at age 80.



5. Only opting for low-risk investments, thereby reducing potential yield

Properly allocating your investments helps make your capital last longer. In the example below, we see that Portfolio C generates a higher yield than Portfolio A for the same level of risk.





It all depends on your situation. An RRSP is a long-term retirement-savings account that is tax-deductible and taxable upon withdrawal. TFSAs are not tax-deductible; however, upon withdrawal, the amount withdrawn is non-taxable. The FHSA is a savings account meant for first-time home purchase. Contrary to RRSPs, withdrawing from a TFSA and a FHSA does not reduce your government benefits. Learn about the main differences and similarities between the three products here.

	RRSP	TFSA	FHSA
Who is eligible?	Any Canadian resident age 71 and under who earned income in the previous year (subject to pension adjustment)	Any Canadian resident aged 18 and over ²	Any Canadian resident between the ages of 18 ⁴ and 71 who, at any prior time in the calendar year or in the preceding 4 calendar years, inhabits as a principal place of residence a qualifying home in Canada or not, owned or co-owned by them or their current spouse or common-law partner
How much is the authorized annual contribution?	18% of income earned up to the allowed annual maximum ¹	\$7,000 ³	\$8,000, with a lifetime limit of $40,000^5$
How is the contribution ceiling indexed?	Indexed for inflation using the Industrial Aggregate average wages and salaries in Canada	According to the Consumer Price Index, rounded to the nearest \$500	This amount will not be adjusted for cost of living or inflation
Can the contributions be deducted from taxable income?	Yes	No	Yes
Are contributions to a spouse permitted?	Yes	No, but a person could make a donation or a loan to their spouse for the latter to contribute to their TFSA ³	No, but a person could make a donation or a loan to their spouse for the latter to contribute to their FHSA ⁵
Is there a penalty for overcontributions?	Yes: 1% per month (a lifetime maximum surplus of \$2,000 is allowed without penalty)	Yes: 1% per month on excess contributions, regardless of when it occurs during the month	Yes: 1% per month on excess contributions, regardless of when it occurs during the month
Are withdrawals taxed?	Yes, except for HBP withdrawals	No	No, if they are applied to the purchase of a first eligible home



Source: Canada Revenue Agency website, canada.ca, RRSP Contributions section.
 Contribution rights begin at age 18, regardless of the province's age of majority.
 Source: Canada Revenue Agency website, canada.ca, TFSA Contributions section.
 Depending on the age of majority in the province of residence.
 Source: Canada Canad

5. Source: Canada Revenue Agency, Design of the Tax-Free First Home Savings Account, canada.ca.



What are the main sources of income during retirement?

When to withdraw money

from the CPP/QPP and OAS?

RRSP, TFSA

or FHSA?

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Your retirement income comes from three main sources: personal savings, private pension plans and government plans. Government plans usually aren't enough to ensure you can maintain your cost of living during retirement. Ensure you save enough money to complement the other sources of income!



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Withdrawal

strategy

PERSONAL SAVINGS

Registered and non-registered investments (RRSP, TFSA, etc.), other personal assets (real estate, etc.)

PRIVATE PENSION PLANS (pension fund with your employer)

GOVERNMENT PLANS

(Quebec Pension Plan (QPP), Canada Pension Plan (CPP), Old Age Security (OAS) pension, etc.)



Have you established a withdrawal strategy?

ns

The order in which you withdraw your investments significantly affects the duration of your capital. Usually, it is better to withdraw non-registered (NR) investments first.

Hypothesis: Start-up capital distributed equally in an RRSP, a TFSA and non-registered investments. The portfolio is continually rebalanced to 50% in equities (return of 6.5%; 80% capital gains, 20% dividends) and 50% in fixed income (return of 4%). The calculations are made at the margin, assuming a tax rate of 40% and a special tax treatment of capital gains and dividends.









When should you withdraw your pension from the CPP/QPP¹ and OAS?

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There is no perfect formula for calculating the ideal age to withdraw your government pension. It is up to you to assess your personal situation and make decisions according to your needs and priorities.





Note on OAS: If your gross income will be higher than the OAS clawback threshold at age 65, it's preferable to defer your OAS pension as long as possible. For clients who will receive the GIS, it's recommended to apply for the OAS pension as soon as you are eligible.

1. According to your province of residence.



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Legal heirs in Quebec

If you die without a will, your assets will be distributed according to the Civil Code of Québec.

Division of an Intestate Estate (Intestacy Rules)

	Legal spouse ¹	Children ²	Mother and father	Brothers/sisters and/or nephews/nieces
With a legal spouse	1/3	2/3		
	2/3	None	1/3	
	2/3	None	None	1/3
	100%	None	None	None
Without a legal spouse ³	None	None	1/2	1/2
	None	None	None	100%
	None	None	100%	None
	None	100%		

1. Under the Civil Code of Québec, only legally married spouses, civil union partners, or parental union partners are recognized in cases of intestate distribution.

2. The share of a deceased child reverts to their descendants (children or grandchildren).

3. There are particular laws that protect common-law spouses. Example: pension funds.





Death without a will



Our wealth

management solutions

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An advisor there for the big moments in your life

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Note: The fees paid for services in relation to the custody of your securities as well as the services related to the development of an investment strategy for your portfolio could be deductible (if the conditions of the tax laws are met). We recommend that you consult your tax specialist for more information on this subject.

Certain services are offered by third parties. Insurance products and services are provided by National Bank Insurance Firm (NBIF) or by NBF Financial Services (NBFFS), as applicable. NBIF and NBFFS are not members of Canadian Investor Protection Fund (CIPF). Insurance products are not protected by CIPF.



Discretionary portfolio management

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Let our specialists manage your portfolio



Do you know your investor profile?

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Your investor profile helps you find the type of portfolio that suits you best. It is determined by your risk tolerance, goals and time for which you are willing to invest.









WEALTH MANAGEMENT

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