

Elite Pools – Frequently Asked Questions (FAQ)

1. Do the pools waive the \$50 client fee?

Yes, the \$50 client fee will be waived if:

- A minimum of \$25K is held in Elite Pools within the account; or
- If Elite Pools represent 100% of the account holdings.

2. What back-testing has been performed on these pools, and what are the performance numbers?

The back-testing results generally show first-quartile performance, which is not surprising considering the quality of fund managers and funds as well as iA Global Asset Management (IAGAM) optimization. More detailed information will be provided at launch, including Fact Sheets for the Elite Pools and the Elite Portfolios.

3. Do we have to use these pools to get AI portfolio analysis, or can we use other funds?

AI/Copilot capabilities will be accessible through Investia's MS Office 365 initiative and are not related to specific investments.

4. Do any pools incorporate Socially Responsible Investment (SRI) mandates?

Not specifically, however, Elite Pools can be complemented with other stand-alone funds that have SRI mandates.

5. Are Elite Pools available for A-series funds or only fee-for-service?

- F-series and A-series options will be available at launch.
- Transferable series will be introduced as part of a fast-follow strategy.

6. Will I be able to change components of the asset-class pools?

The pools themselves are unitized and like other funds of funds, cannot be customized. However, Representatives have the flexibility to create customized portfolios by using various combinations and allocations across different asset-class-based Elite Pools and stand-alone funds.

7. What about exchange traded fund (ETF) asset pools?

Elite Pools include a combination of mutual funds and exchange traded funds. "Index" Pools are primarily ETF-based, offering a lower overall cost.

8. Are there all-equity products available?

Yes, we offer both Canadian equity and global equity pools, each with 100% equity allocations. It's important to note that Elite Pools are based on asset class, allowing Representatives to create portfolios with virtually any asset allocation. Elite Portfolios are simply prebuilt combinations of Elite Pools. For Representatives looking for 100% equity, they can simply build their own portfolio using Elite Pools.

9. Do "Index" Pools represent ETF-focused passive mandates, and "Core" Pools active investment mandates?

- Yes, "Index" Pools are primarily ETF/passive mandates, with some active components.

- “Core/Core Plus” Pools offer greater active management.

10. Can purchases be directed to a specific asset class within a pool, or does money have to be evenly distributed among all components based on the portfolio’s asset allocation?

- If the Representative selects an Elite Portfolio, money will be distributed to each underlying Elite Pool based on the predetermined allocation.
- If the Representative designs their own portfolio using Elite Pools, they can decide the percentage allocation for each asset allocation and the money will be directed accordingly.

11. Why is there no US or international pools?

While we offer a global pool, we intend to expand the offering over time. If there is sufficient demand for additional options (e.g., SRI, International, or US-specific pools), they will be considered. For now, Representatives can customize allocations within the model they set up using the rebalancing tool.

12. If a client transfers to another firm, will their Elite Pools need to be redeemed, thereby triggering tax implications on open accounts?

We plan to launch a transferable series that Representatives would switch clients to when they are transferring out, thus reducing tax implications.

13. What about tax efficiency regarding rebalancing in non-registered accounts?

Tax impact will occur as any manual transactions initiated by the Representative. These must be carefully considered when selecting funds and creating portfolios.

14. Does this also apply for client-name accounts?

No, Elite Pools are exclusively available for nominee accounts.

15. On average, how many funds are there per portfolio?

- Each pool contains 4-6 funds.
- Portfolios can hold 3-4 asset class pools (i.e., typically 15-20 total underlying funds within a portfolio, but the client will only see the 3-4 pools held in their account).

16. If changes are made to the portfolio, how will the client be notified, and by whom?

The Elite Investment Committee will issue communications to Representatives detailing any changes, their rationale, and the next steps. These updates will be shared through bulletins and the documentation centre on the Advisor Centre.

17. For an open account, does this mean that clients will receive 10 tax slips from 10 different companies (T3, R5, T5008, R16), or will they be consolidated on the Client Portal?

These are structured as funds of funds, and we are using iA Clarington to wrap them. As a result, tax slips will only apply at the Elite Pools level and will be issued by iA Clarington. Additionally, we plan to post these on the Investia Client Portal for an improved client experience.

18. Is there training material available to support portfolio creation and rebalancing?

- Yes, training material for rebalancing will be available in June.

- Support material for portfolio creation is already available on the Advisor Centre, in the PortfolioINSIGHTS Manual.

19. Are there portfolios exclusively in corporate class?

Elite Pools will launch with both F-series and A-series options. There are no current plans to introduce a corporate class offering in the near future.

20. Will rebalancing be done automatically at a set frequency, or is it at the Representative's discretion?

Rebalancing is an automated process that occurs based on frequencies approved by Investia and outlined in the agreement:

- **Annually:** on March 15;
- **Bi-annually:** on March 15 and September 15; or
- **Quarterly:** on March 15, June 15, September 15 and December 15.

The frequency must be discussed and agreed upon with the client and cannot be modified without their consent. Rebalancing cannot be performed at the Representative's discretion.

21. If a Representative uses just Elite Pool Portfolios, will automatic rebalancing be offered to them?

All Elite Portfolios set up in Univeris do not include rebalancing capabilities by default. The rebalancing feature must be discussed and agreed upon with the client, then properly set up in the system by the Representative. Training material on rebalancing will be available in June.