2022 Investing Guide

NATIONAL BANK FINANCIAL
WEALTH MANAGEMENT

We're here to answer your questions.

Table of contents

LEGEND

- Previous page
- Next page
- Enlarge image
- Additional information
- Red button at bottom of page: link to an external informational website
- White button at bottom of page: link to a page of the Investing Guide

Investment basics

Why diversify your investments?

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 (2007 to 2021)

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
18.6	8.6	52.0	17.6	9.7	16.0	41.3	23.9	21.6	21.1	28.7	4.2	24.8	16.6	29.5
9.8	6.4	35.1	13.0	4.7	15.3	31.7	14.1	19.5	8.1	17.4	1.9	22.9	16.3	25.5
4.1	-14.8	15.7	9.4	4.6	14.2	31.6	11.7	17.7	7.7	16.4	1.4	20.9	14.8	19.5
3.7	-21.2	15.0	9.1	0.9	13.4	15.0	10.6	6.7	7.0	13.8	-0.7	16.5	9.8	12.1
1.8	-27.3	12.5	7.3	-4.6	8.6	13.0	8.8	3.5	4.7	9.6	-1.5	15.5	8.7	11.7
-4.9	-28.8	7.4	6.7	-8.7	7.2	4.3	7.0	2.6	1.7	9.1	-5.6	12.9	6.4	-1.0
-5.3	-33.0	5.4	3.6	-9.5	3.6	1.7	4.1	2.4	1.0	2.5	-6.5	6.9	5.6	-2.6
-10.5	-41.4	4.5	2.6	-16.1	2.0	-1.2	3.1	-8.3	-2.0	0.1	-8.9	3.1	5.3	-2.8

- Canadian stocks
- International stocks
- U.S. stocks
- Canadian bonds
- Global stocks
- Balanced profile*
- Emerging markets
- Canada short-term bond

Click on the numbers in the graph to see the names of the corresponding assets.

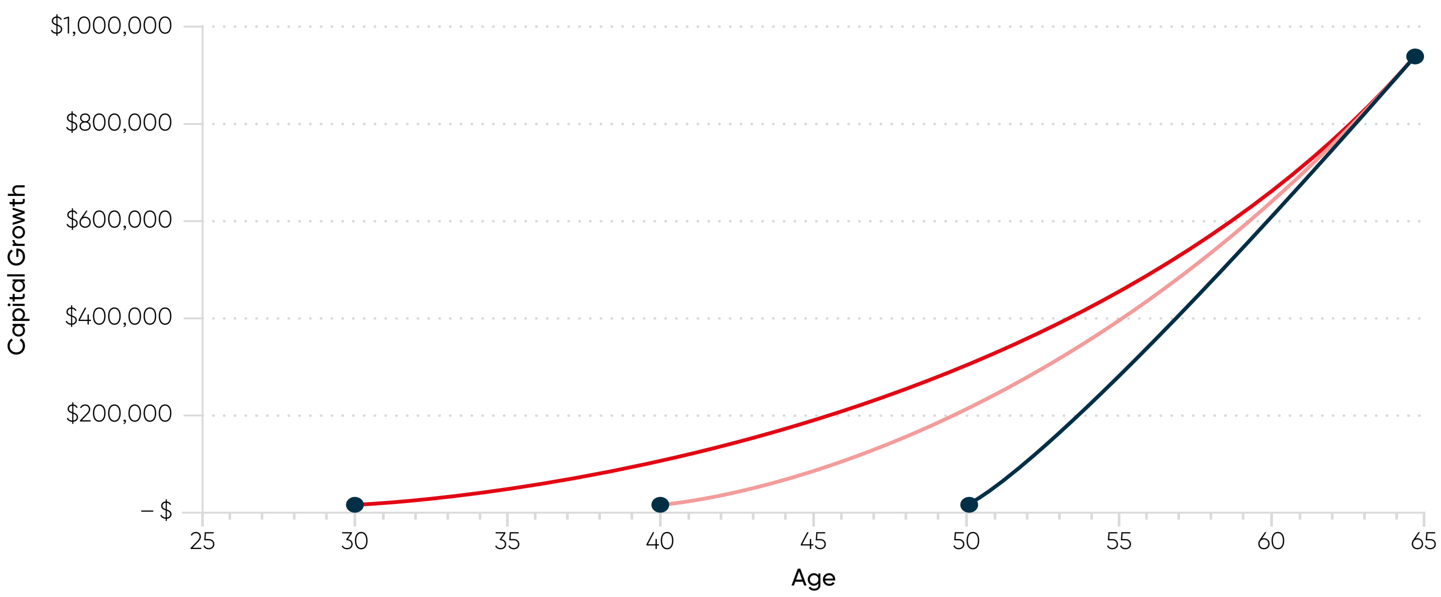
Theory of selecting an efficient portfolio

*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.

At what age should you start saving for retirement?

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



- Starting at age 30 contribution of 18.00% of gross income
- Starting at age 40 contribution of 27.64% of gross income
- Starting at age 50 contribution of 50.39% of gross income

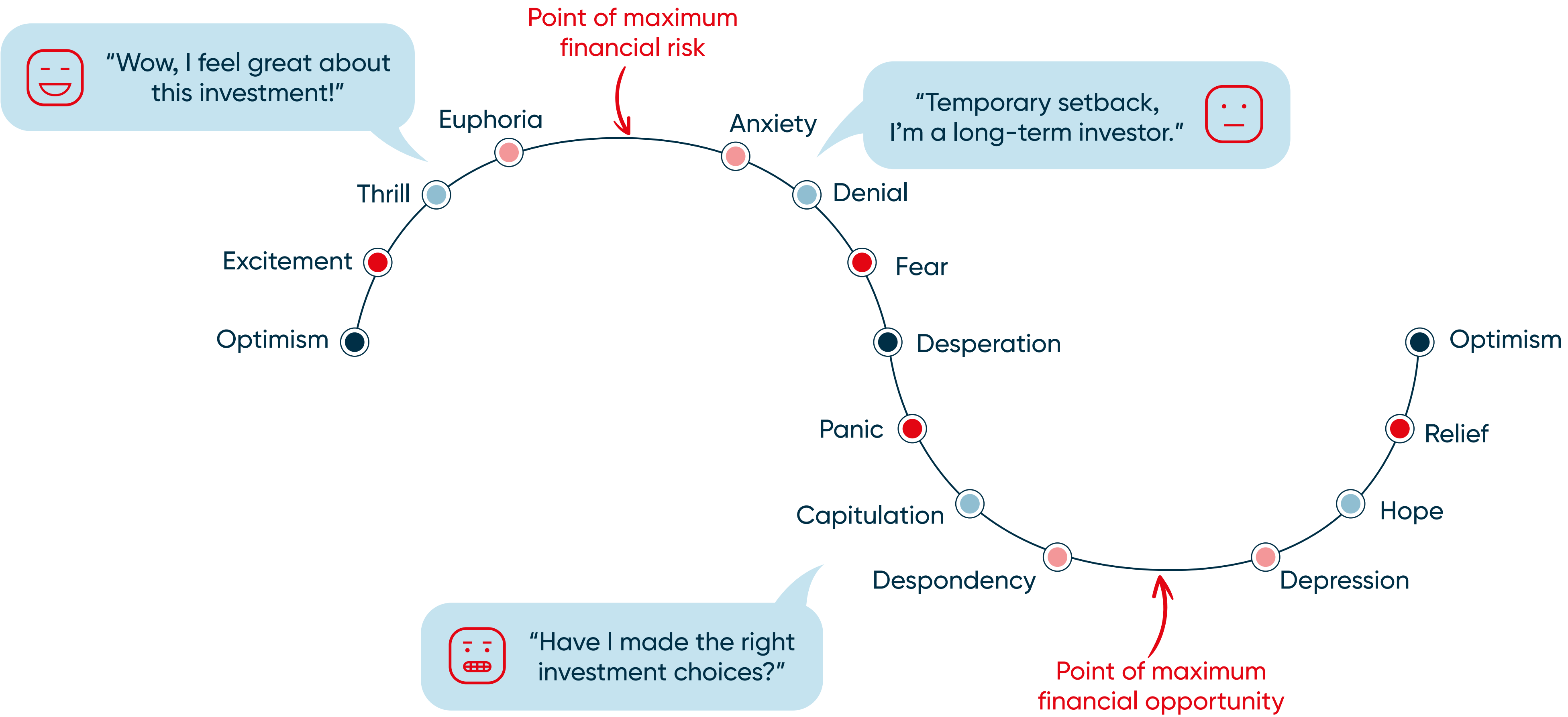
TIP!
A good way to successfully achieve your goals is to set up systematic saving.

Systematic saving

Assumption: Annual RRSP contribution of a person with a salary of $50,000 that increases by 2% annually. Effective annual return of 3.75%.

Do you let your emotions influence your choices?

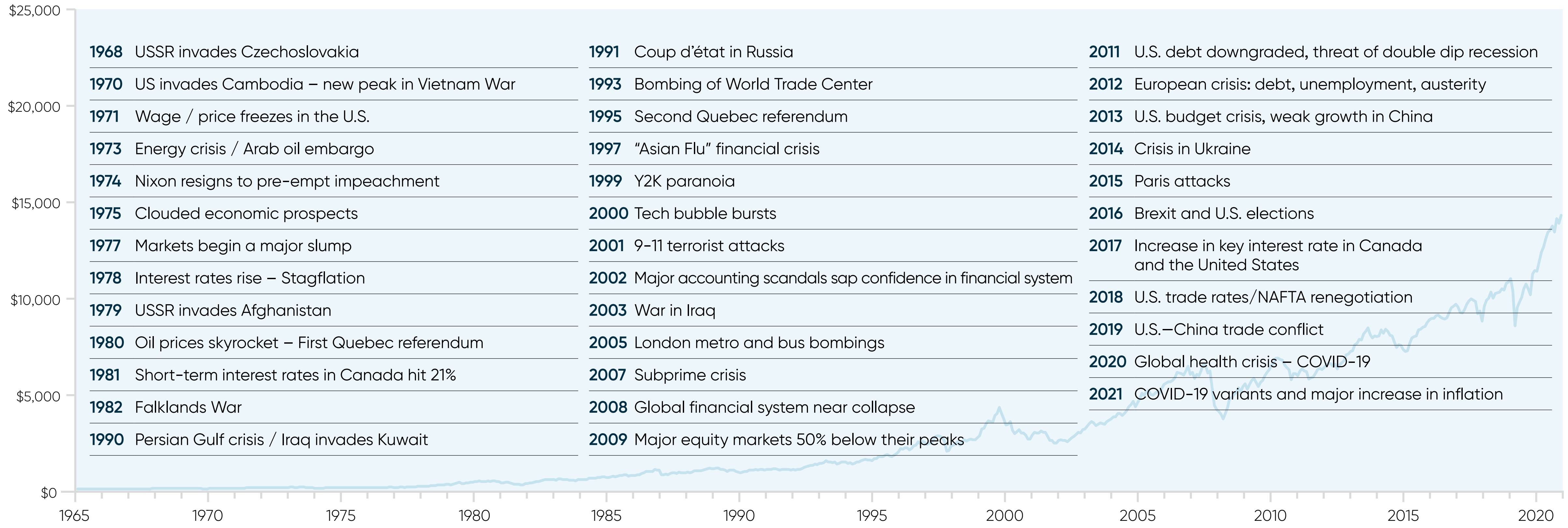
Emotions can lead to making rushed decisions when it comes to your investments. To manage your emotions, identify the scenarios (market correction, drop in value of securities, etc.) in which you may act irrationally.



How do financial fluctuations impact your portfolio?

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

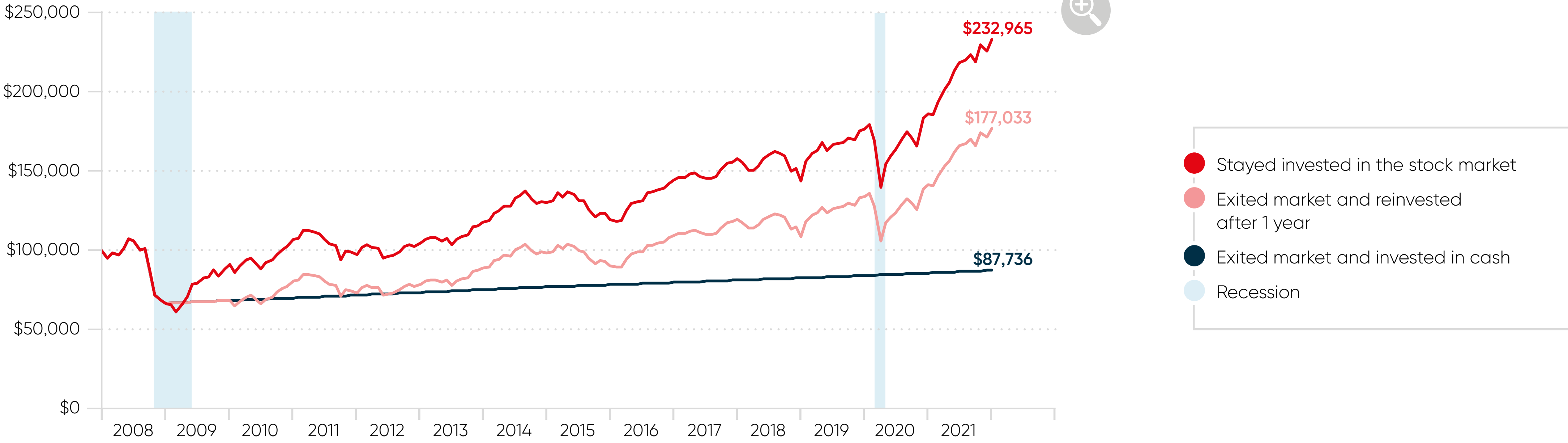
Growth of $100 invested in the S&P/TSX Total Return Index



Source: CIO Office (data via Refinitiv). S&P/TSX total return index from August 31, 1965, to December 31, 2021.
For more information on the changes to this index, please visit tsx.com.

Should you hold on to your investments during market fluctuations?

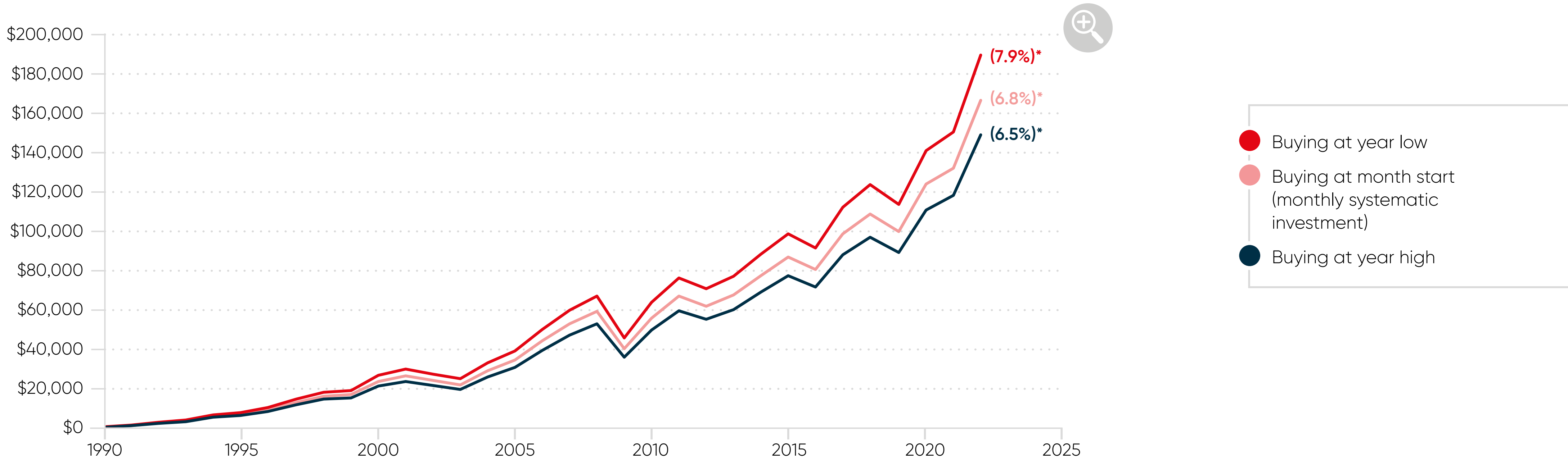
As the saying goes, a picture is worth a thousand words. As you can see in the graph below, those who stayed invested in the market during the financial crisis of 2008 obtained a much greater yield over 10 years than those who temporarily withdrew their stocks.



Source: CIO Office (data via Refinitiv, National Bank of Canada and C.D. Howe Institute). S&P/TSX total return index from December 31, 2006, to December 31, 2021.
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?

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

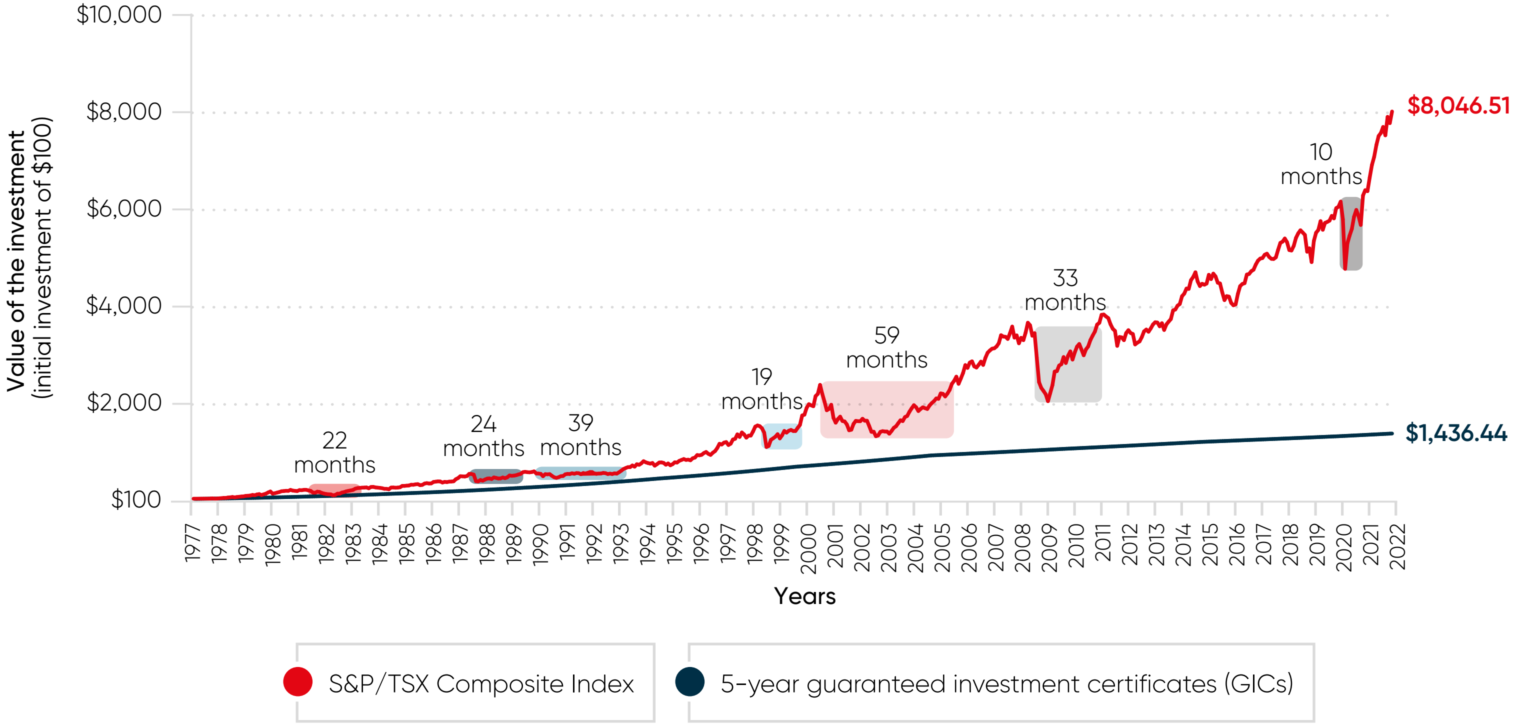


*Annualized money-weighted rate of return.
Source: CIO Office (Data via Refinitiv), from January 1989 to December 2021.

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.

Canadian market fluctuations (from September 30, 1977, to December 31, 2021)



Fluctuation period:	Total decline:	Return to pre-fluctuation performance:
June 1981–April 1983 (22 months)	39%	10 months
July 1987–July 1989 (24 months)	25 %	20 months
Dec. 1989–March 1993 (39 months)	20%	29 months
April 1998–Nov. 1999 (19 months)	27%	15 months
Aug. 2000–July 2005 (59 months)	43%	34 months
May 2008–Feb. 2011 (33 months)	43%	24 months
Jan. 2020–Nov. 2020 (10 months)	22%	8 months

Source: CIO Office (data via Refinitiv, National Bank of Canada). S&P/TSX total return index from September 30, 1977, to December 31, 2021.
For more information on the changes to this index, please visit tsx.com.

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

1 Make your mandatory payments

2 Accumulate emergency funds

3 Optimize grants for your children's education

4 Repay your debts

5 Maximize your RRSP and TFSA contributions

6 Do you still have funds left over after priorities #1 through #5?

Learn more about HBPs

IQPF calculator: Pay down the mortgage or save up?

RRSP or TFSA?

RESP

Our wealth management solutions

*Note: These priorities represent those of a majority of clients; they will be adjusted according to each client's situation.

Saving for education

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

DID YOU KNOW?

- **Average tuition** for a full-time undergraduate student in Canada was **$7,695 for the 2021–2022 school year.**[1]
- **Close to one quarter of Canadians from 18 to 24 years of age (23%)** stated in 2019 that their studies were their main expense for the next 3 years.[2]
- Among Canadians financing their own post-secondary studies or those of their children, **close to half (47%) plan on relying mainly on their savings**, while **40% plan to take out a loan** to pay for at least part of the cost, and **13% do not yet have any plans** for payment.[2]

Questions to ask yourself

How can your children pay for their studies if they don't have between $10,000 and $15,000 per year?

- Do you plan to help pay for your children's post-secondary education?
- What portion of your children's studies do you plan to pay for?
- How and how much are you saving for your children's education?
- What kind of education do you wish for your children?
- Where do your children want to study, and in which program?
- Are you fully benefiting from government grants?
- During their studies, will your children live with you, in a student residence or elsewhere?
- Have you estimated the potential costs according to the level of studies, housing needs, etc.?
- Will your children be able to benefit from loans, scholarships or income from a part-time job?

Prepare a budget
Government grants
RESP

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. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC).

Are you fully benefiting from government grants?

Many government grants exist to help you maximize the RESP contributions.

TIP!
Did you know that the federal government can subsidize up to $7,200 of your children's education?

BCTESG | CESG | CLB | QESI | RESP

How do RESPs work?

An RESP is a registered savings plan that allows you to save for your children's post-secondary 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.

Who can contribute?	› Canadian residents age 18 and over › Holders of a social insurance number
Who can benefit?	› Canadian residents › Holders 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.

Tax benefits +

How the payments work +

What happens if the child does not pursue his studies? +

Learn more about RESPs

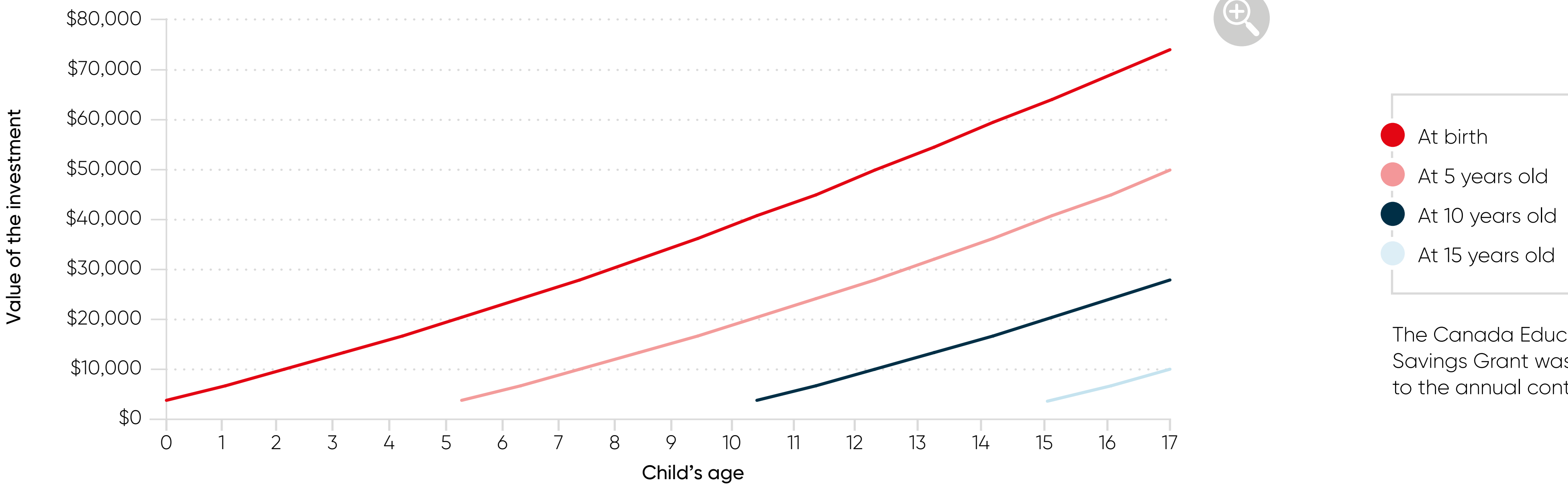
Why save early in an RESP?

Government grants

Why save early in an RESP?

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.

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

Systematic saving

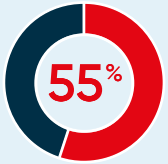
*The figures in this chart are assumptions only and are provided to illustrate the potential advantages of investing in an RESP under identical conditions.

Saving for a project

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

DID YOU KNOW?

- **65% of Canadians** have a major purchase or expense planned during the next 3 years.[1]
- **3 out of 4 Canadians** who save are confident they'll feel better the following year.[2]
- **Over half (55%) of Canadians** reportedly considered changing jobs in 2021.[3]



Questions to ask yourself

What short-, medium- or long-term project do you wish to complete?

What have you put in place to complete it?

- Are you planning to purchase a home soon?
- Are you dreaming of purchasing a vacation home?
- Are you thinking of going back to school or taking a sabbatical year?
- What is your annual budget for travelling or going on vacation?
- Are you planning construction work or yard landscaping?
- Tomorrow morning, if you won $10,000 in the lottery, what would you do?
- Do you intend to renovate your home?
- Are you planning a wedding in the coming years?
- Are you thinking of adopting a pet soon?

How to plan a project

Sources: 1. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC).
2. CPA Canada survey on expenses, November 2018.
3. Léger study commissioned by Allstate Canada, an insurance company, conducted from October 29 to November 1, 2021.

How should you plan a project?

Examples of projects

Short term
- Going on a trip
- Organizing your wedding
- Repaying your debts

Medium term
- Making a down payment toward the purchase of a home
- Renovating your home
- Taking a sabbatical year

Long term
- Saving for school
- Acquiring a vacation home
- Planning your retirement

1. **Define your projects and saving objectives**
2. **Determine the timeline of each project**
3. **Prioritize your projects**
4. **Take advantage of solutions at your disposal (HBP, LLP)**
5. **Choose the investment solutions that suit your goals**

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

Systematic saving

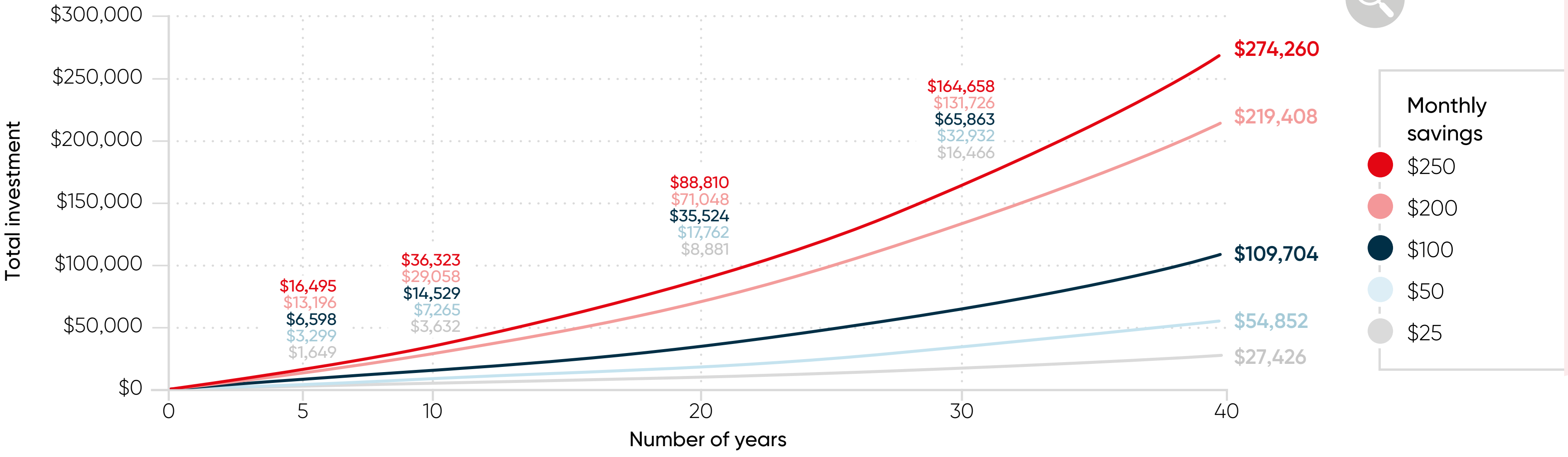
Learn more about HBPs
Learn more about LLPs
Save for your children's education
Save for your retirement
Our wealth management solutions

How does systematic saving work?

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	› High-interest savings account › Cash-asset solutions › Mutual funds	$25

Evolution of the portfolio value based on the monthly savings amount



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.

4 good reasons to save systematically

- **It'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.
- **It's simple:** Set up automatic debits once, and that's it!
- **It's practical:** Choose the frequency and amount that best suit you.

Saving for an emergency fund

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

DID YOU KNOW?

- **1 out of 3 Canadians** doesn't have an emergency fund covering the equivalent of 3 months of expenses.[1]
- **44% of workers** work paycheque to paycheque.[2]

44%

- Among those people who set a budget, **6 out of 10** had saved for unforeseen events, as opposed to only **4 out of 10** who stated they were either too busy or overwhelmed to do so.[1]

Questions to ask yourself

According to recommendations by the *Institut québécois de la planification financière*, FP Canada and the Canadian government, an emergency fund should be able to cover the equivalent of **3 to 6 months of expenses**.

- Do you know how much your monthly expenses are?
- Do you have an emergency fund?
- Would your emergency fund be able to cover 3 to 6 months of your monthly expenses?
- What would happen if you developed health problems that prevented you from working?
- What would happen if someone took $1,000 from you tomorrow morning?
- What is your immediate source of funds for unexpected events?
- Would you be able to spend $3,000 to repair your car tomorrow morning?
- What would you do if you lost your job?
- If you have a pet, do you have enough money for an emergency trip to the vet?

Prepare a budget | How to set up an emergency fund | Insurance needs

Sources: 1. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC).
2. The Canadian Payroll Association, September 2018.

How do you set up an emergency fund?

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.

1. **Prepare a budget**
2. **Open a savings account**
3. **Save small amounts regularly**
4. **Take advantage of additional income**
5. **Use your emergency fund in the right situations**

Prepare a budget

How to make a budget

Discover systematic saving

Saving for retirement

Are you ready to retire?

DID YOU KNOW?

- **6 out of 10 Canadians** never or rarely maximize their monthly RRSP contributions according to the eligible amounts.[1]
- While **72% of Canadians, and 47% of people aged 50 and over**, acknowledged that they've saved a quarter or less of what they thought they needed for retirement,[2] the age of retirement (61 years old) has not changed between 2017 and 2018.[3]
- The vast majority of Canadians who feel anxious about retirement **do not yet have a retirement savings plan.**[4]

Questions to ask yourself

Where do you see yourself in 5, 10, 15 years?

What worries you about retiring?

- Where will you live out your retirement? At home? With your children? In a retirement home?
- Have you reviewed your insurance coverage?
- What would you do if you lost your autonomy?
- At what age do you plan on retiring? Have you assessed your life expectancy?
- What kind of lifestyle do you want to have? Have you made a retirement budget?
- What impact will taxes have on your income? What have you planned in order to pay the least amount of taxes during retirement?
- Have you already determined if it would be better to invest in a TFSA for your retirement?
- Have you planned your estate?
- Do you have a good idea of your income during retirement (pension plan, CPP/QPP, part-time work, rental income, savings, etc.)?

All retirement articles | Plan your retirement | 5 risks of retirement | RRSP or TFSA?

Sources: 1. Financial Planning Standards Council, October 30, 2018. 2. CPA Canada survey on expenses, November 2018. 3. The Canadian Payroll Association, September 2018. 4. Key Findings from the 2019 Canadian Financial Capability Survey, Financial Consumer Agency of Canada (FCAC).

Have you started planning your retirement?

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.

1. **Make a retirement budget**
2. **Assess your life expectancy**
3. **Assess your retirement income**
4. **Determine when to take advantage of your government benefits**
5. **Review your insurance coverage**
6. **Plan for a possible loss of autonomy and prepare your estate**

Have you considered these 5 retirement risks?

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.

Table showing the probability of survival

2. Not accounting for inflation

Essential goods undergo the largest fluctuations. Between 1990 and 2021, the price of clothing remained stable, food increased by 102% and gas by 119%.

Graph showing the consumer price index of some essential goods

3. Forgetting to plan for healthcare expenses

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

Graph showing government medication expenditures, per inhabitant, by age group

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.

Graph showing the projection of different withdrawal rates on a 35-year period

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.

Graph showing the theory of efficient portfolio selection

Inflation calculator
Plan your retirement
Sources of income
Withdrawal strategy

RRSP or TFSA?

It all depends on your situation. An RRSP is a long-term retirement-savings product that is tax-deductible and taxable upon withdrawal. Inversely, TFSAs are not tax-deductible; however, upon withdrawal, the amount withdrawn is non-taxable. Contrary to RRSPs, withdrawing from a TFSA does not reduce your government benefits. Learn about the main differences and similarities between the two products here.

	TFSA	RRSP
Who is eligible?	Any Canadian resident aged 18 and over[1] with a valid SIN (no maximum age)	People age 71 and under who earned income in the previous year (subject to pension adjustment)
How much is the authorized annual contribution?	$6,000[2]	18% of income earned up to the allowed annual maximum[3]
How is the contribution ceiling indexed?	According to the Consumer Price Index, rounded to the nearest $500	Indexed for inflation using the Industrial Aggregate average wages and salaries in Canada
Can the contributions be deducted from taxable income?	No	Yes
Are contributions to a spouse permitted?	No, but one of the spouses can lend the other the necessary funds to contribute without being subject to income attribution rules[2]	Yes
Is there a penalty for overcontributions?	Yes: 1% per month on excess contributions, regardless of when it occurs during the month	Yes: 1% per month (a lifetime maximum surplus of $2,000 is allowed without penalty)
Are withdrawals taxed?	No	Yes

The TFSA and RRSP at a glance
Sources of income
Withdrawal strategy

1. Contribution rights begin at age 18, regardless of the province's age of majority.
2. Source: Canada Revenue Agency website, canada.ca, TFSA Contributions section.
3. Source: Canada Revenue Agency website, canada.ca, RRSP Contributions section.

What are the main sources of income during retirement?

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!

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.)

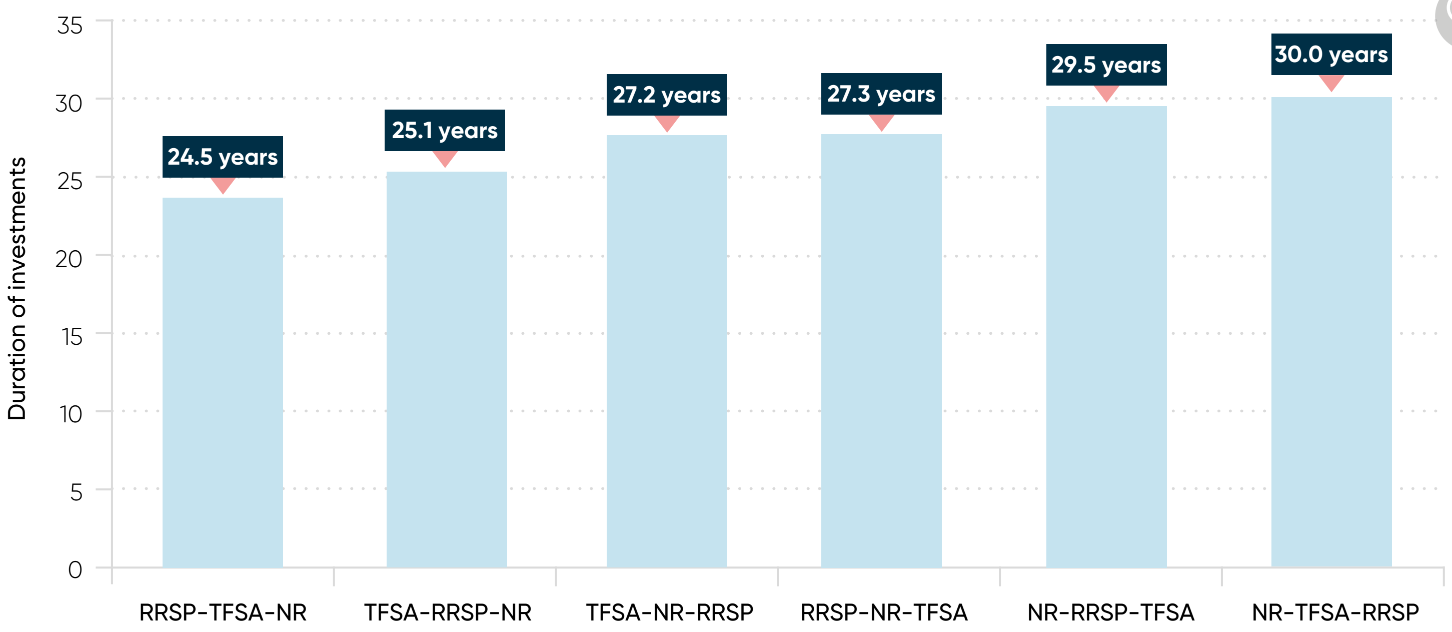
RRSP or TSFA?

When to withdraw money from the CPP/QPP and OAS?

Withdrawal strategy

Have you established a withdrawal strategy?

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.

RRSP or TSFA?

When to withdraw money from the CPP/QPP and OAS?

Sources of income

When should you withdraw your pension from the CPP/QPP[1] and OAS?

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.

Factors to consider	It is recommended to withdraw early	It is recommended to wait a bit longer
1 Sources of income	I anticipate having **limited** additional sources of income. My gross revenue will be **lower** than the clawback threshold for OAS[2] at 65.	I anticipate having **multiple** sources of income. My gross revenue will be **higher** than the clawback threshold for OAS[2] at 65.
2 Life expectancy	I think my life expectancy is **below average** (according to my health and family history).	I think my life expectancy is **above average** (according to my health and family history).

CPP: Canadian Pension Plan

QPP: Quebec Pension Plan

OAS: Old Age Security

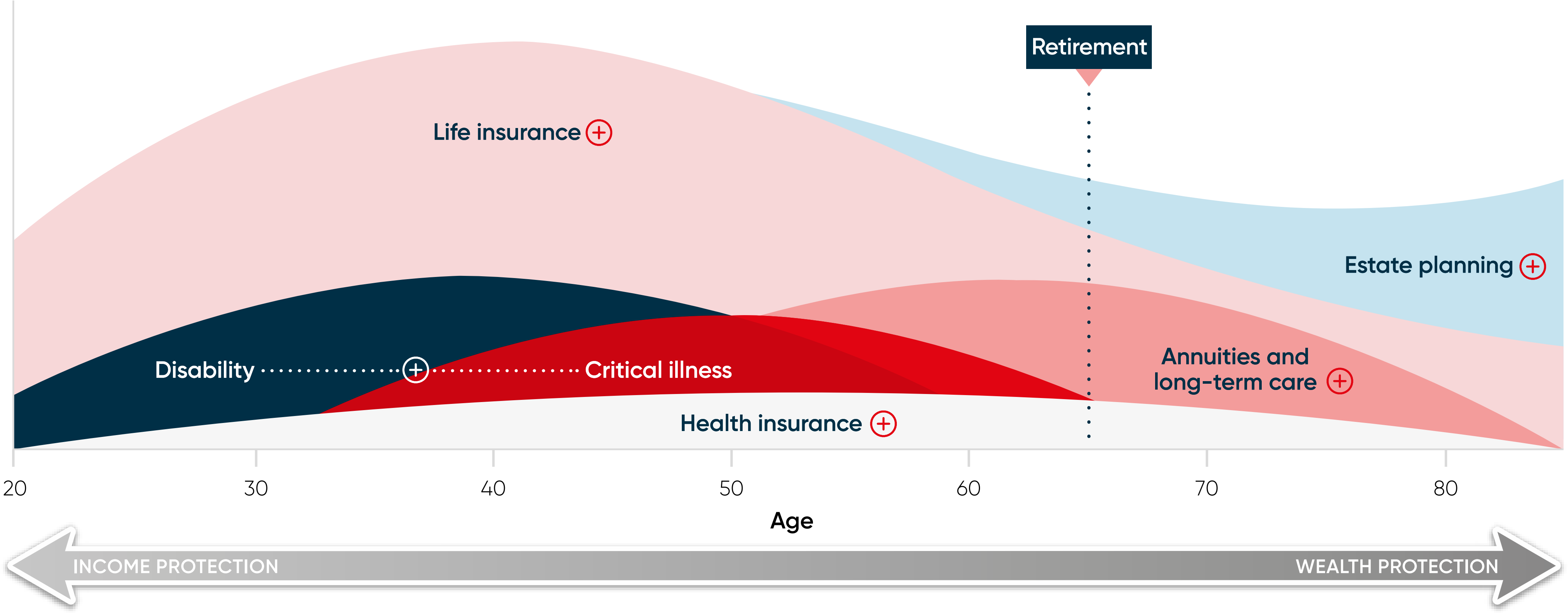
Sources of income

Withdrawal strategy

1. According to your province of residence.
2. Source: Canada Revenue Agency website, canada.ca, Old Age Security Return of Income section.

Do you occasionally revise your insurance plan?

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



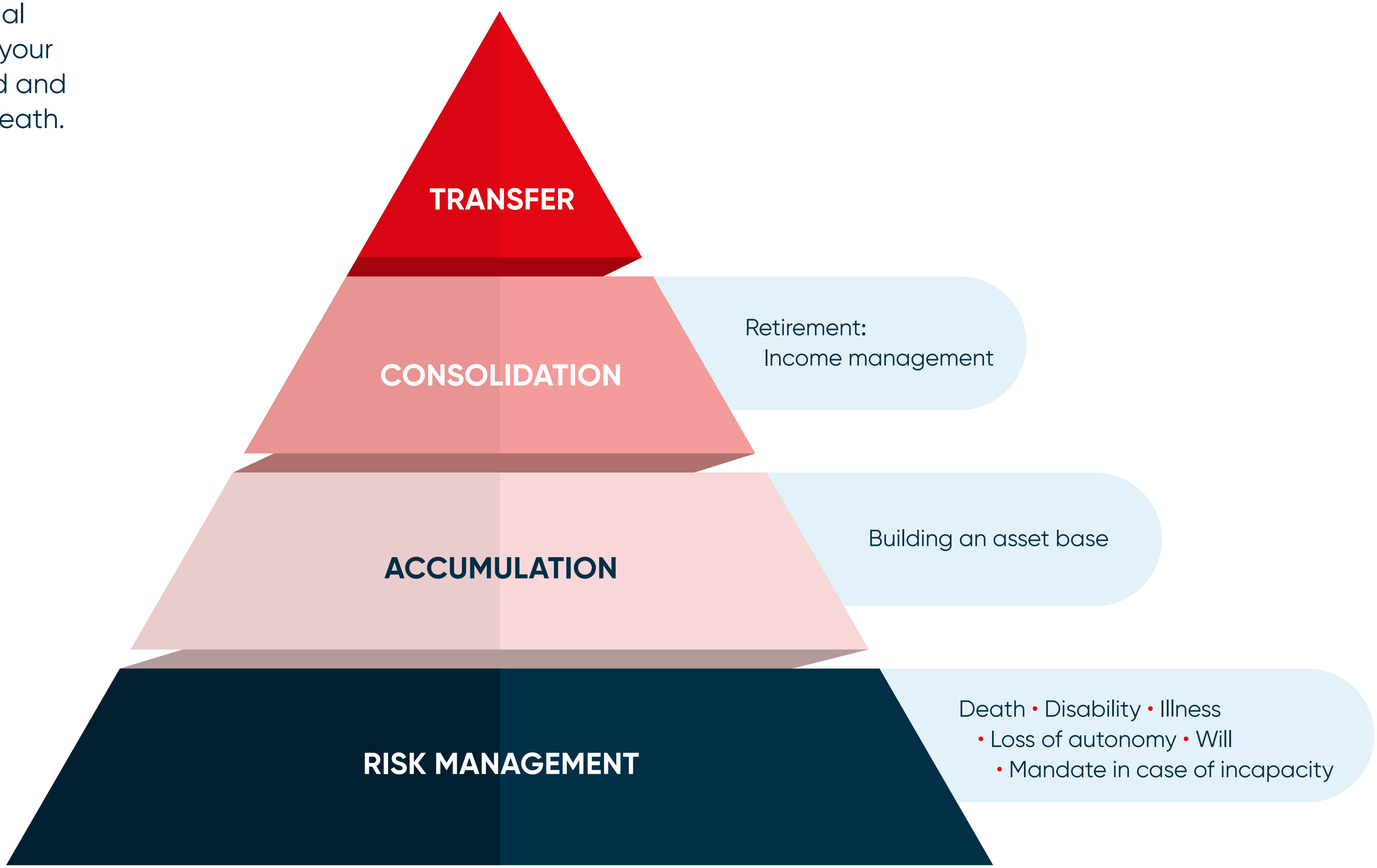
Risk management

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.

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.



Insurance needs

Death without a will: Who will inherit?

Death without a will: Who will inherit?

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*, the term "spouse" refers only to people who are legally married or in a civil union and does not include common-law spouses, regardless of the number of years they have cohabited or whether they have children together.
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

Ontario

British Columbia

Alberta

Manitoba

Saskatchewan

New Brunswick

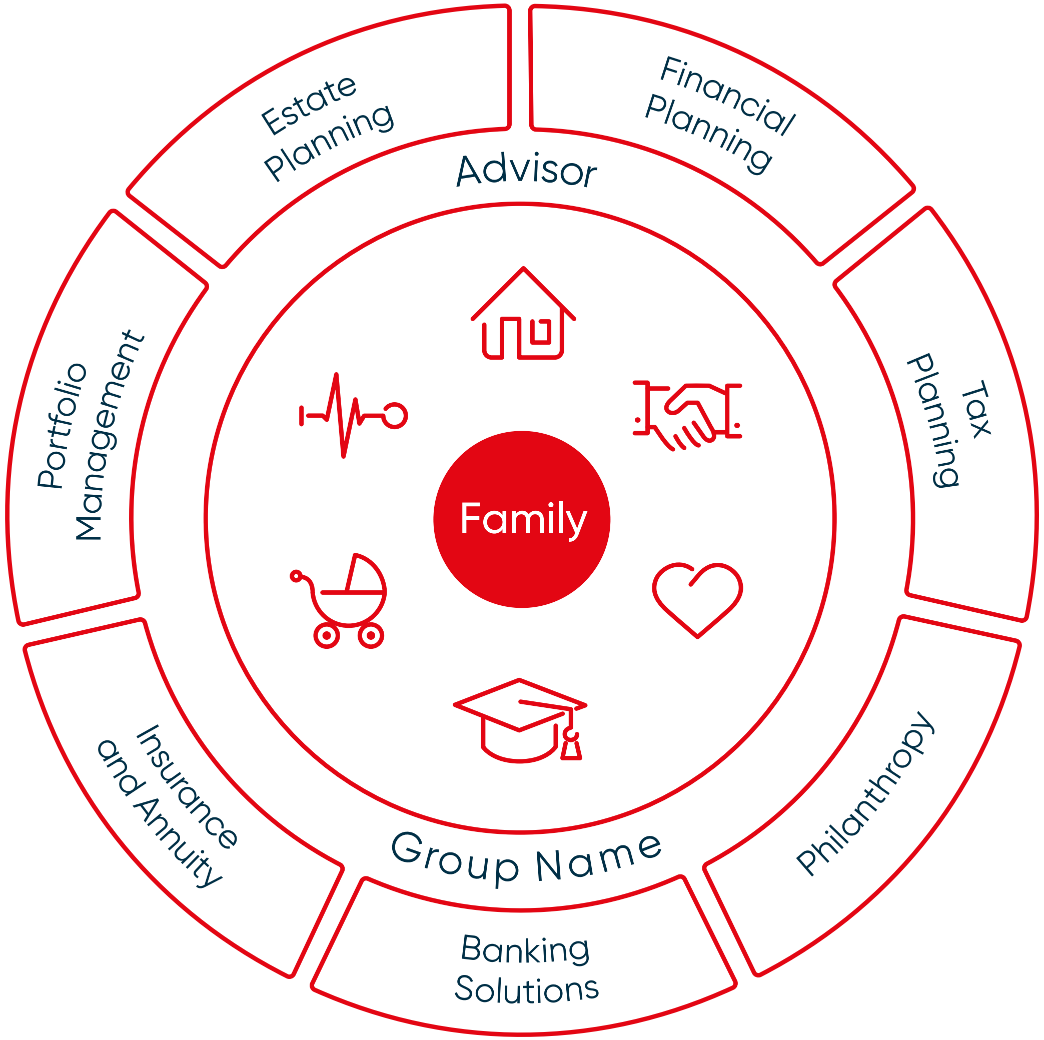
All succession articles

Insurance needs

Risk management

Our wealth management solutions

An advisor there for the big moments in your life



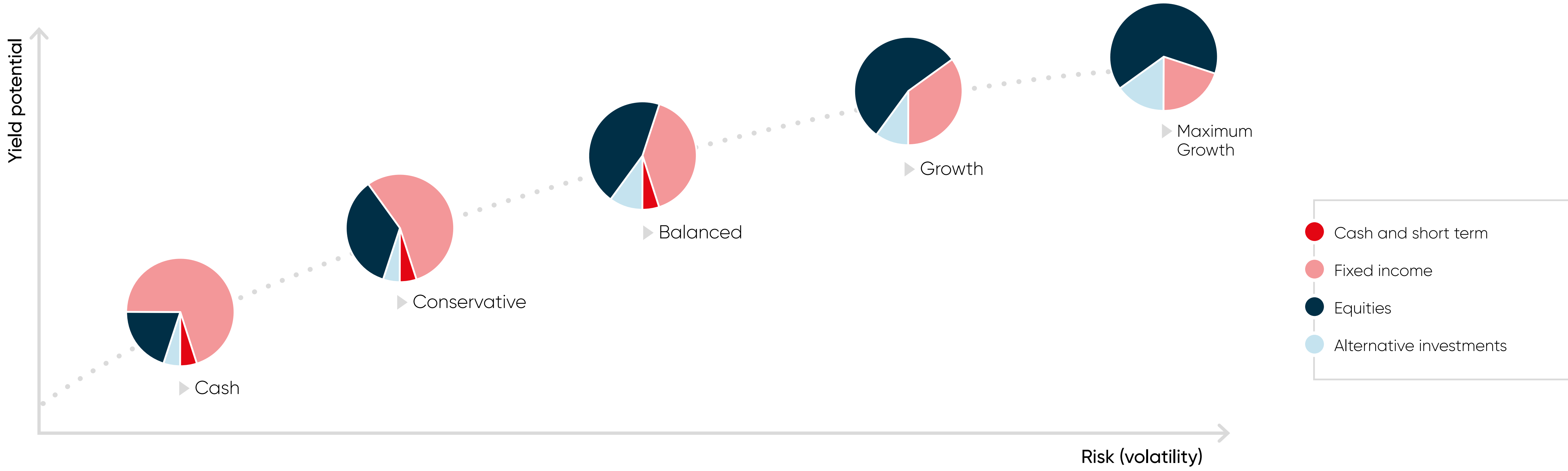
Discover National Bank Financial

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). NBIF is not a member of Canadian Investor Protection Fund (CIPF). Insurance products are not protected by CIPF.

Do you know your investor profile?

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



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