

Different by Design



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WEALTH MANAGEMENT

MacDOUGALL

Wealth Management Group

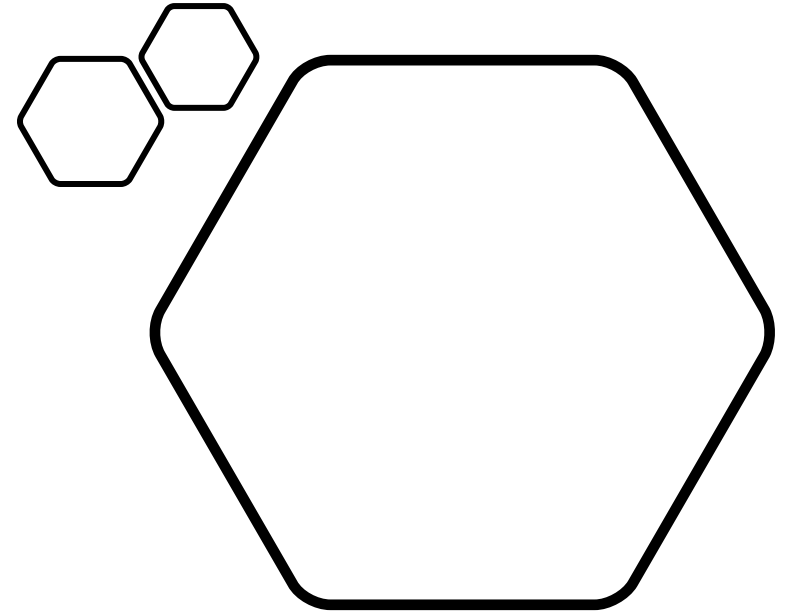
Condo Corporation Investment

MacDougall Wealth Management Group

MWVG provides clarity and guidance through our team of professionals to create durable and consistent portfolios to fund a Condo Corporations long-term liabilities

Our goal is to be a resource and partner with the Condo Corporations' board and unitholders.

We serve condo corporations throughout Alberta.





Current Challenge

- Government consultation process between 2014-2017
- Continued low interest rate environment for foreseeable future
- Increasing concern that reserve funds will not meet future capital outlay
- Limited ability to require additional capital calls to unitholders
- Increases in operating costs (insurance, property maintenance)

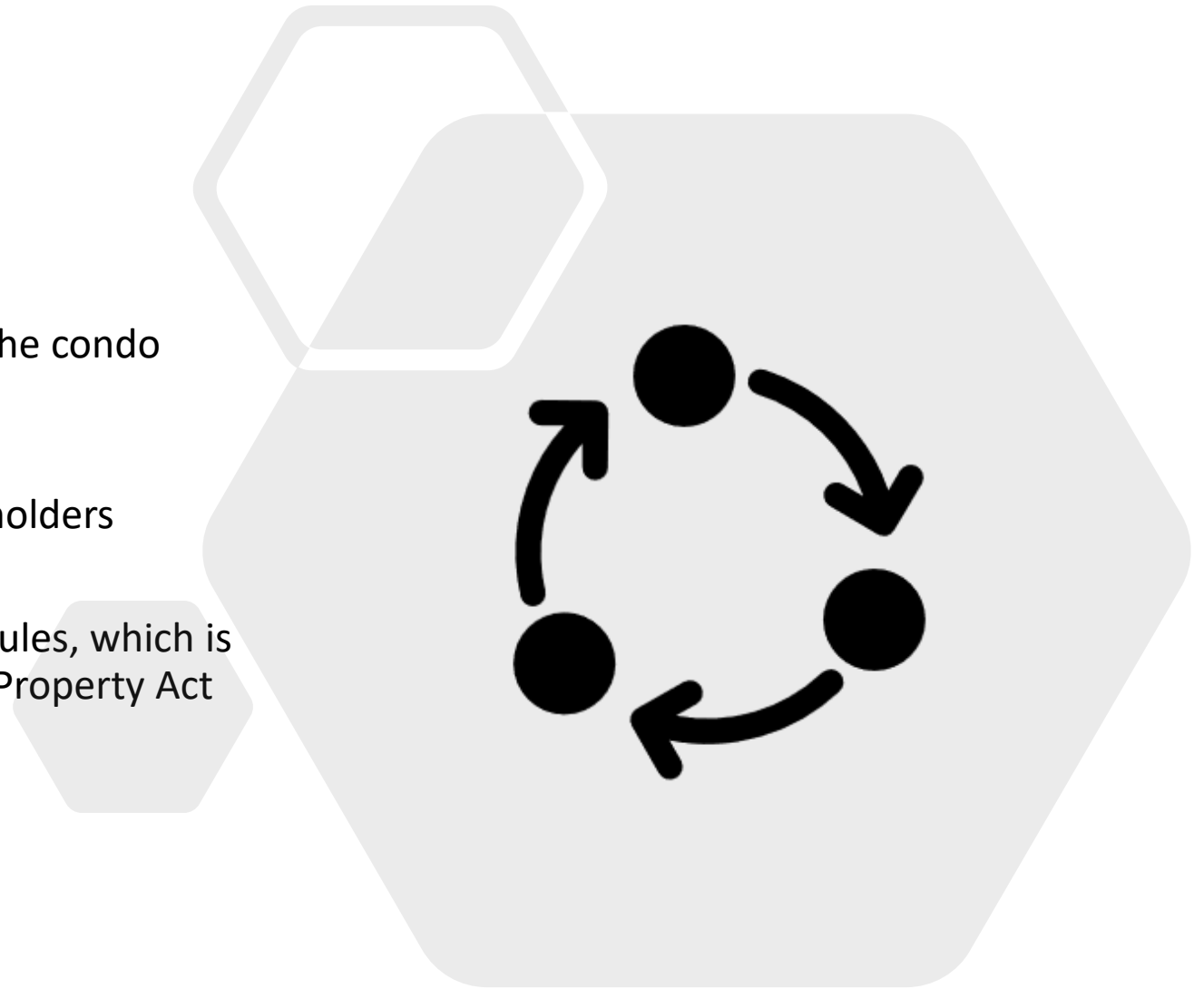
What Condo boards need

- Portfolio Management that follows Schedule 2 rules
- Arms' length third-party management
- Returns that are higher than GIC's after fees and keep up with inflation
- Fiduciary responsibility
- Allocating the portfolio based on reserve fund study
- Annual presentation to board
- Accountable to unitholders
- Liquidity



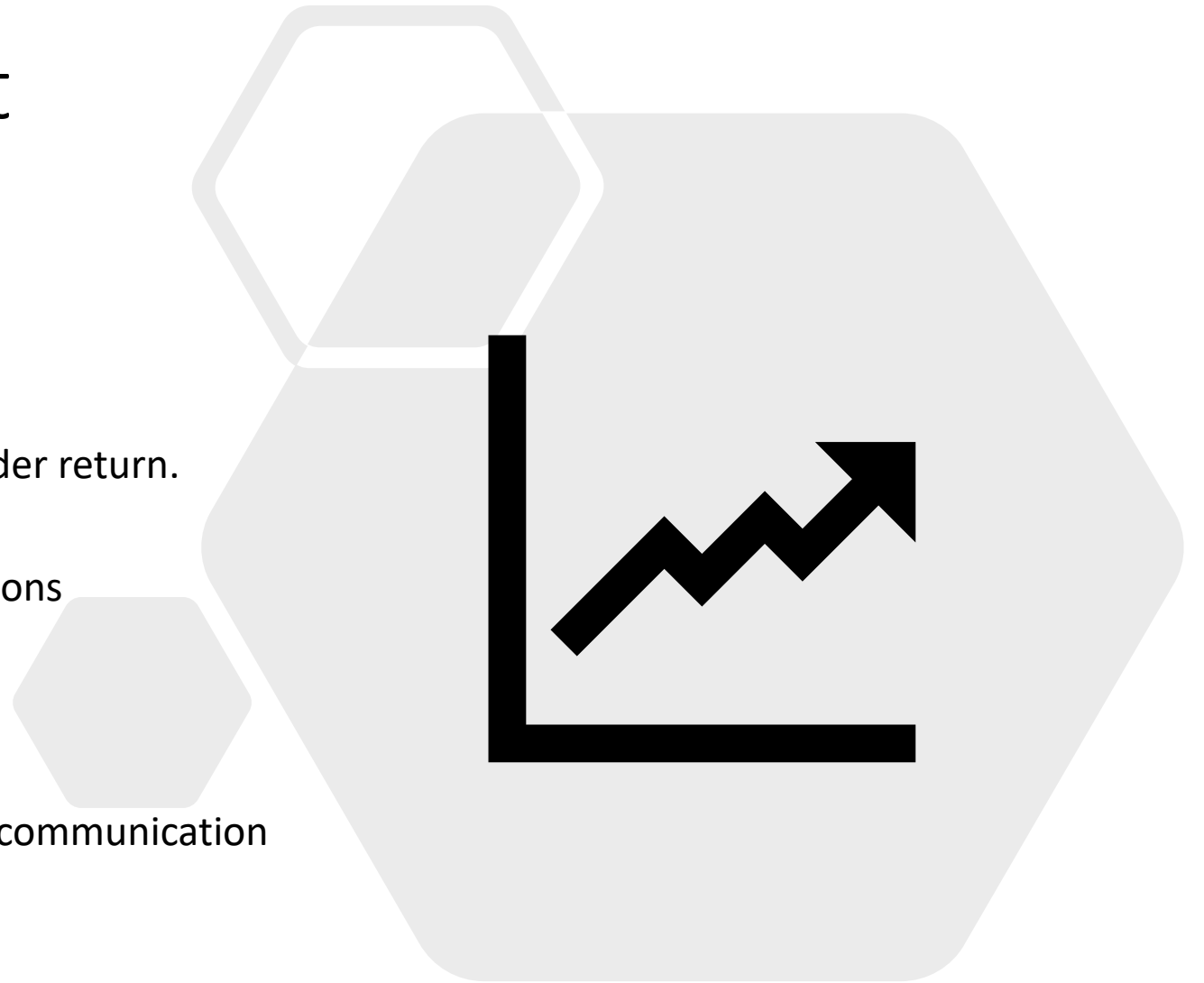
Our solution provides

- Consistent and disciplined management of the condo reserve fund
- Separation from board and duty to the unitholders
- Portfolio construction to follow Schedule 2 rules, which is an addendum to the Alberta Condominium Property Act (CPA)
- Regular access to our team

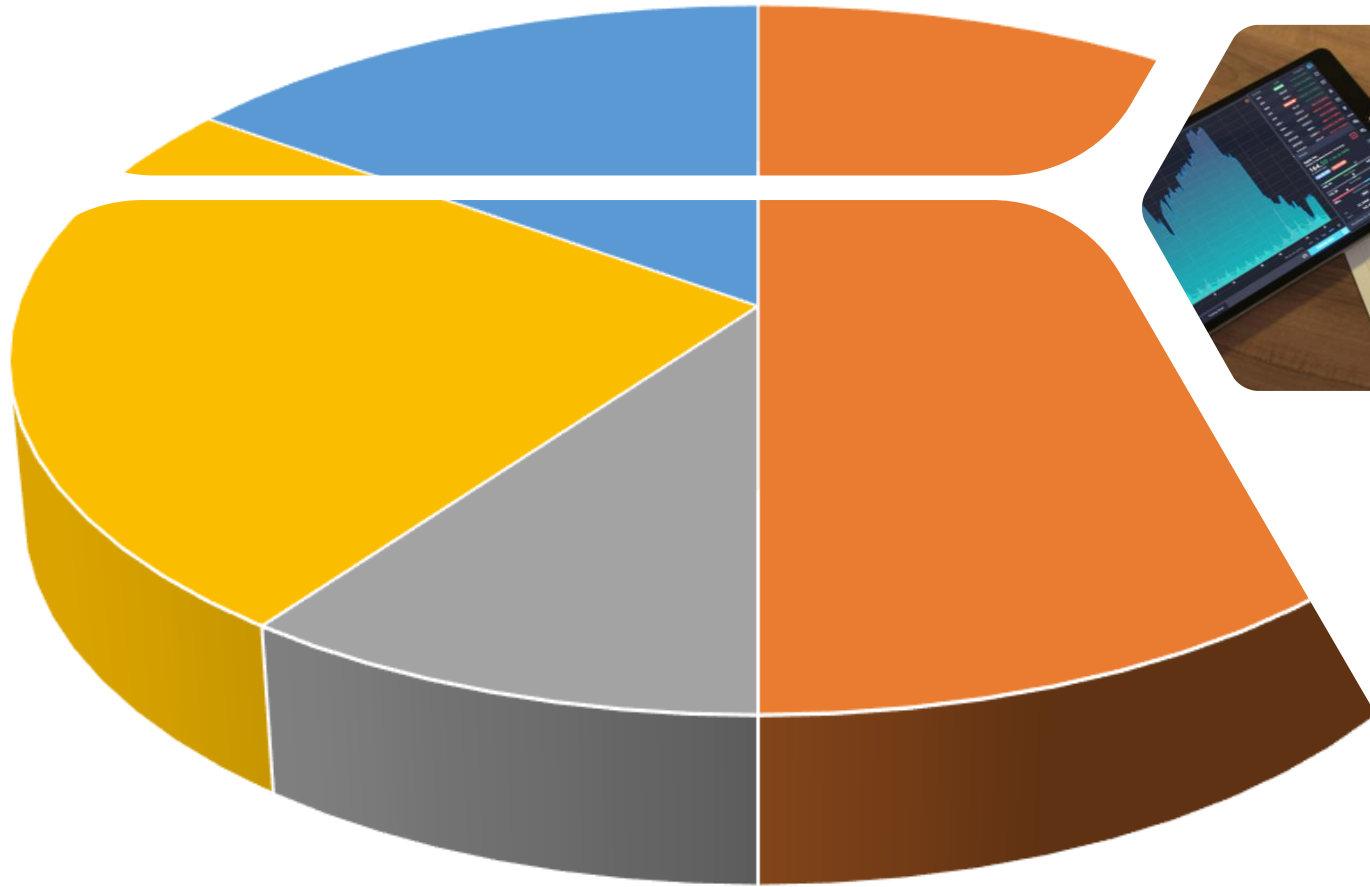


Investment and Client Philosophy

- Buy a business not a stock
- Key long-term drivers of value and shareholder return.
- Diverse team of professionals = better decisions
- Independent and client centric platform
- Accessible, forthright, and consistent in our communication



Sample Reserve Fund



- Fixed Income - GIC
- Fixed Income - Funds
- Fixed Income - Preferred Shares
- Equity - Individual Holdings



Sample portfolio

- Newer condominium complex, with building completed in 2008
- Looking to establish a long-term solution to future liabilities
- Dissatisfied with current GIC and current account rates

Next steps

- Board review of investment policy for compliance
- Exchange additional information with our team
- Board to provide reserve fund study and reserve fund amount to be invested
- Review proposal
- Board resolution accepting Investment Policy Statement
- Implement strategy





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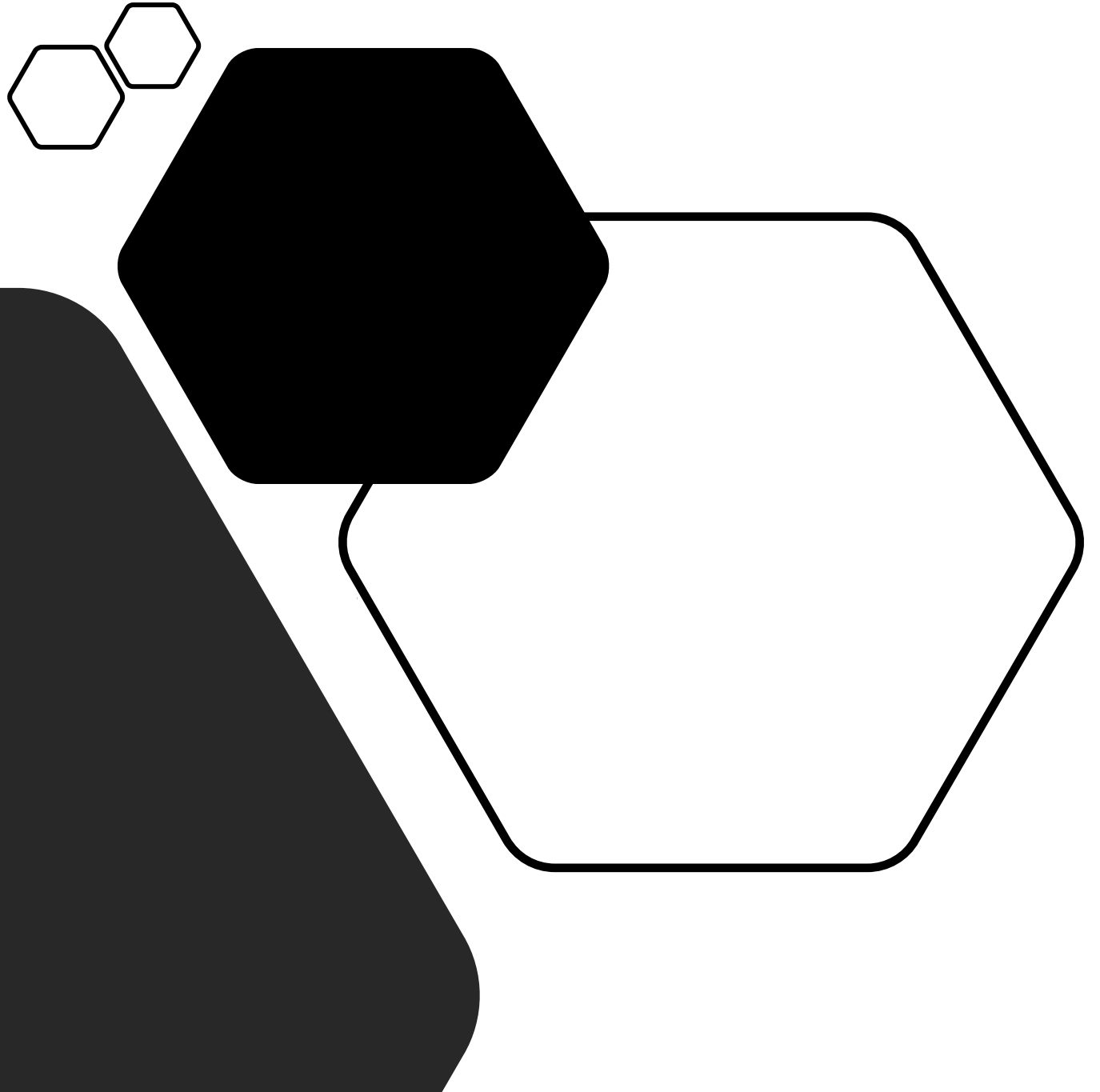


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Questions



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