



RBC Institutional Consulting

RBC Wealth Management:
Serving institutions, corporations
and retirement plans



Wealth
Management

RBC Institutional Consulting

Our RBC Institutional Consulting group provides tailored solutions to meet your organization's needs.

Who we are

RBC Wealth Management, a division of RBC Capital Markets, LLC, is a wholly owned indirect subsidiary of Royal Bank of Canada. We have been passionate about providing fiduciary and investment consulting services to retirement plans and institutional clients since 1940 and currently service clients across public funds, corporations, religious organizations, foundations and endowments, health care and educational organizations and municipalities.

- \$888 billion in assets under management worldwide (as of April 30, 2024)
- Approximately 4,800 financial advisors, private bankers and trust officers worldwide, with approximately 2,100 financial advisors in the U.S.
- \$60+ billion in retirement plan assets
- 5,000+ retirement plans from small businesses to Fortune 500 companies
- RBC Wealth Management – U.S. earned a 100% rating on the Human Rights Campaign Corporate Equality Index (2022)
- A culture where diversity and inclusion are long-held core values that have earned global workplace recognition, including a Top 100 Company in the Diversity and Inclusion Index by Refinitiv® (2021)

Who we serve

Our institutional consulting team is composed of a select group of advisors who specialize in serving the advisory needs of the following clients:

- Retirement plans (defined contribution and defined benefit)
- Corporations
- Foundations
- Endowments
- Nonprofits
- Family trusts

Working with our advisors

Our experienced advisors are ready to support you in your fiduciary role, providing the highest level of service and practical advice.

Organizational assessment

Institutional consulting is a process, not a product. Our services begin with an assessment of your organization's goals and objectives, current investment strategies and fiduciary governance model. Our services are tailored to the unique needs of your institution.

Investment and insurance products offered through RBC Wealth Management are not insured by the FDIC or any other federal government agency, are not deposits or other obligations of, or guaranteed by, a bank or any bank affiliate, and are subject to investment risks, including possible loss of the principal amount invested.



Investment monitoring

- **Investment Policy Statement (IPS)** — RBC Wealth Management can assist you with creating and updating an IPS, an essential document in managing your fiduciary liability as a retirement plan sponsor.
- **Asset allocation** — RBC Wealth Management can identify asset allocations and investment portfolios for your plan.
- **Investment consulting** — RBC Wealth Management can provide monitoring and evaluation of your investment funds and investment managers, and we may highlight areas where we have particular concerns. RBC Wealth Management can review the current investment funds and investment managers and recommend additions or changes as appropriate.

Additional corporate services are available through our affiliates

- Corporate banking and trust services
- Executive benefit plans
- Employee Stock Ownership Plan (ESOP) and management buyouts
- Stock option exercise
- Employee stock purchase plans
- Directed stock programs
- Restricted securities planning (144, 145, 10b5-1 plans)
- Commercial lending and construction financing
- Business valuation and continuation planning (buy/sell agreements)

Retirement plan effectiveness

- **Plan review** — RBC Wealth Management can consult with you on the efficacy of your current retirement plan and help identify potential improvements.
- **Plan design review** — RBC Wealth Management can review the design of your retirement plan and provide options for improving the benefits to your plan participants.
- **Provider search and evaluation, including fee analysis and benchmarking** — As a neutral party, RBC Wealth Management can conduct evaluations and comparisons of service providers to identify and present candidates who we believe are well suited to meet your plan's needs.
- **Participant education** — RBC Wealth Management can design a participant engagement and communication strategy to help your employees take advantage of their retirement benefits.

High-quality investment manager research and due diligence

The RBC Wealth Management Global Manager Research team is an experienced and professional team that assists in addressing investment needs for clients. Our mission is to provide global expertise with a local presence in conducting qualitative manager research supported by quantitative analytics.

Global Manager Research at a glance

Selecting the right professional money manager is an important investment decision. For more than 20 years, Global Manager Research has specialized in providing high-quality manager research and due diligence on investment strategies, such as mutual funds, managed accounts, UCITS, ETFs and private alternative investments.

Our team delivers in-depth and consistent analysis to help clients in the investment decision-making process.

1,000+

Money
manager
meetings



70+

Cities
around
the globe



\$200+

Billion
supported
globally



500+

Strategies
covered
globally



In a typical year, as of December 31, 2023.

GMR due diligence process

Our multi-step investment manager research process focuses on four broad areas of investigation (the four Ps):

1. **Firm and product**
2. **Investment process**
3. **Investment professionals**
4. **Performance**

Each of these broad areas receives 25% weighting in the overall summary rating scale.

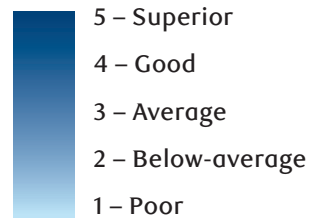
Firm and product	25%
Investment approach	25%
Investment professionals	25%
Performance	25%
Summary rating	100%

Research sources

Many sources are used to gain information and insight so our analysts can assess each broad area. They include:

- Proprietary research efforts
- Manager interactions (i.e., on-site visits, conference calls, etc.)
- Third parties
- Investment manager literature
- Due diligence questionnaires
- Regulatory filings
- Industry publications

Analysts assign ratings ranging from 1 to 5 within each category and according to the following scale:





Benefits of working with RBC Institutional Consulting

The comprehensive processes and services we offer can significantly reduce the amount of time you spend fulfilling your fiduciary obligations—as well as help you minimize your legal liabilities as a fiduciary.

To enjoy the peace of mind that comes with knowing your organization is in capable hands, call your RBC Wealth Management financial advisor today.

Personalized service

Make your job easier

Regardless of the size of your business, we deliver the personalized service you expect. Every step of the way, we will be there to help you understand your fiduciary obligations and assist in providing the information you need to manage your responsibilities.

Global resources

Depend on exceptional people, exceptional solutions, exceptional service

As financial advisors representing RBC Wealth Management—a leading full-service investment, advisory and wealth management firm based in the United States—we have access to the world-class resources and support available from Royal Bank of Canada. RBC is one of the largest diversified financial services companies in North America.

Financial strength

Benefit from the competitive advantage of working with RBC Wealth Management

We combine the best features of the major Wall Street brokerage houses with the benefits of working with your local investment firm. This means we are well equipped to help you provide solutions that meet your company's goals.

Notes



Wealth
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RBC Wealth Management does not provide tax or legal advice. All decisions regarding the tax or legal implications of your investments should be made in consultation with your independent tax or legal advisor. Information, including but not limited to written materials, provided by RBC WM should be construed as legal, accounting or tax advice.

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