

## GLC Asset Management Group Ltd. (GLC) brings Portfolio Solutions Group and its expertise managing asset allocation funds into the GLC family

Effective immediately, Portfolio Solutions Group (PSG) will come under the GLC Asset Management Group Ltd. umbrella as a distinct investment division of GLC. PSG will significantly add to GLC's suite of investment offerings through its expertise in managing risk-defined and target date asset allocation funds. Under the GLC umbrella, PSG will continue, as they do today, to manage strategic asset allocation funds including target risk funds, target date funds, risk-adjusted target date funds for Great-West Life, London Life, and Canada Life segregated funds (both individual and for Group Retirement Services products).

### A win-win investment

PSG's alignment with GLC will ensure advisors continue to have an actively managed, superior investment solution to offer their clients within the strategic design of the asset allocation funds. As we continue to build out the support needed to confidently recommend the asset allocation funds, we'll share insight into the construction and ongoing management of the funds in today's evolving and ever-changing investment climate.

Joining GLC will provide significant benefits to the PSG investment team by providing them with the additional resources GLC's unique structure offers. For PSG it means that, while remaining as an independent team, the analysts and portfolio managers within the PSG team will benefit from greater access to the economic and capital market research done at GLC, asset mix strategy team deliberations, and additional portfolio management tools to assist them in their professional portfolio management of the asset allocation funds. The PSG team will also gain support from GLC's compliance, finance and business development experts. GLC's multi-division structure offers focused and distinct investment teams the strength and stability of a large and sophisticated asset management company.

### Portfolio Solutions Group's investment process, fund mandates and naming conventions remain unchanged. This change will not affect clients.

The naming structure of the PSG asset allocation funds will remain the same, and the PSG team will continue to be led by Susan Spence, Vice-President, Portfolio Solutions Group.

The PSG team is charged with building strategically constructed portfolios to fit distinct risk profiles and specific investor time horizons. Their approach to the management of the asset allocation funds is unchanged, as they will maintain their independence with respect to investment decisions and continue to access a wide range of leading asset managers and investment strategies.

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### Best building blocks

- PSG's investment process focuses on identifying the best building blocks for the asset allocation funds to allow for diversification across many measures, including asset class, geography, style, market cap and underlying fund manager.

### Proven track record

- The team looks for concentrated, single asset class funds with defined investment parameters, disciplined investment processes and fund managers with proven track records. PSG's research process is bolstered by their participation in the broader company's formal investment manager review process.

### Long-term, forward-looking views

- In the portfolio construction phase, PSG ensures funds are effectively diversified and positioned in accordance with the team's long-term, forward-looking views on capital markets.

### Opportunistically adjusted

- The asset allocation funds are continuously monitored and adjusted opportunistically within this strategic framework.

*"Joining the GLC family means the PSG team can draw on a greater pool of resources, investment experience and expertise, allowing us to focus on what we do best – managing the asset allocation funds."*

**Susan Spence, Vice-President, Portfolio Solutions Group  
GLC Asset Management Group Ltd.**

### Get to know GLC better

GLC Asset Management Group Ltd is a premier investment management firm in Canada with \$47 billion assets under management\*. We are a wholly-owned subsidiary of The Great-West Life Assurance Company. Under the brands of our distinct investment divisions we manage a full suite of the investment funds available to advisors through the Great-West Life, London Life, Canada Life, Quadrus Group of Funds, and Group Retirement Services fund shelves. We also manage assets for institutional clients, retail investors in the U.K., and some of the largest financial companies in Canada. \*As of January 1, 2016.

We know the importance of choice to help advisors create tailored and diversified portfolios for their clients. GLC's multi-division structure provides that discernible choice for investors. For the strategic asset allocation funds, PSG will continue to work within a team environment to execute their distinct investment approach and philosophy for the funds, with the goal of providing clients with superior, long term investment performance to meet their investment goals.

GLC Asset Management Group Ltd., now with five distinct investment divisions (GWLIM, London Capital, Laketon, Portico, Portfolio Solutions Group), proudly welcomes Portfolio Solutions Group into the GLC family!

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