

May 11th 2022

# DFM – Change for the better

Richard Burden, Head of International Sales

# Important information

Investment involves risk. The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested. Past performance is not a reliable indicator of future performance.

The investments discussed in this presentation may not be suitable for all investors. Investors should make their own investment decisions based upon their own financial objectives and financial resources and, if in any doubt, should seek advice from an investment adviser.

This presentation is for information purposes only and is not to be construed as a solicitation or an offer to purchase or sell investments or related financial instruments.

The tax treatment of all investments depends upon individual circumstances and the levels and basis of taxation may change in the future. Investors should discuss their financial arrangements with their own tax adviser before investing.

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# Change for the better



Our experience  
of outsourcing



Transactional to  
Holistic



The flow of  
traffic



Factors behind  
this movement



Creating real  
ongoing value



Better outcomes  
for all



# Why is the Introducer Market moving to DFM?

CGWM's track record of being experts in outsourced investments in the International Advice Market enables us to provide an overview of this mass movement

Regulatory / Compliance Driven

Cradle to Grave - Offshore to Onshore

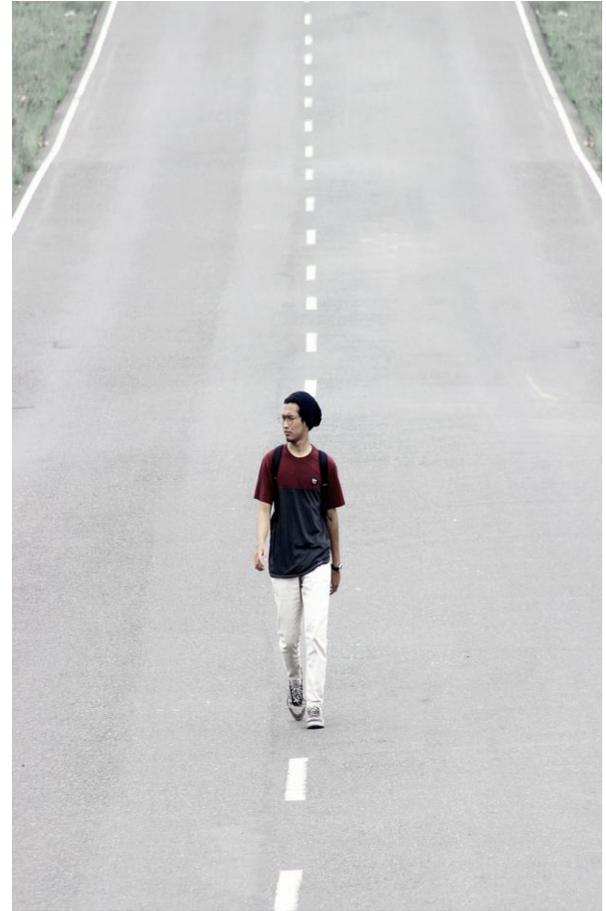
Benefit from Trading Efficiencies of DFM Partner

Professional B2B Relationships -Outsourcing Specialisations

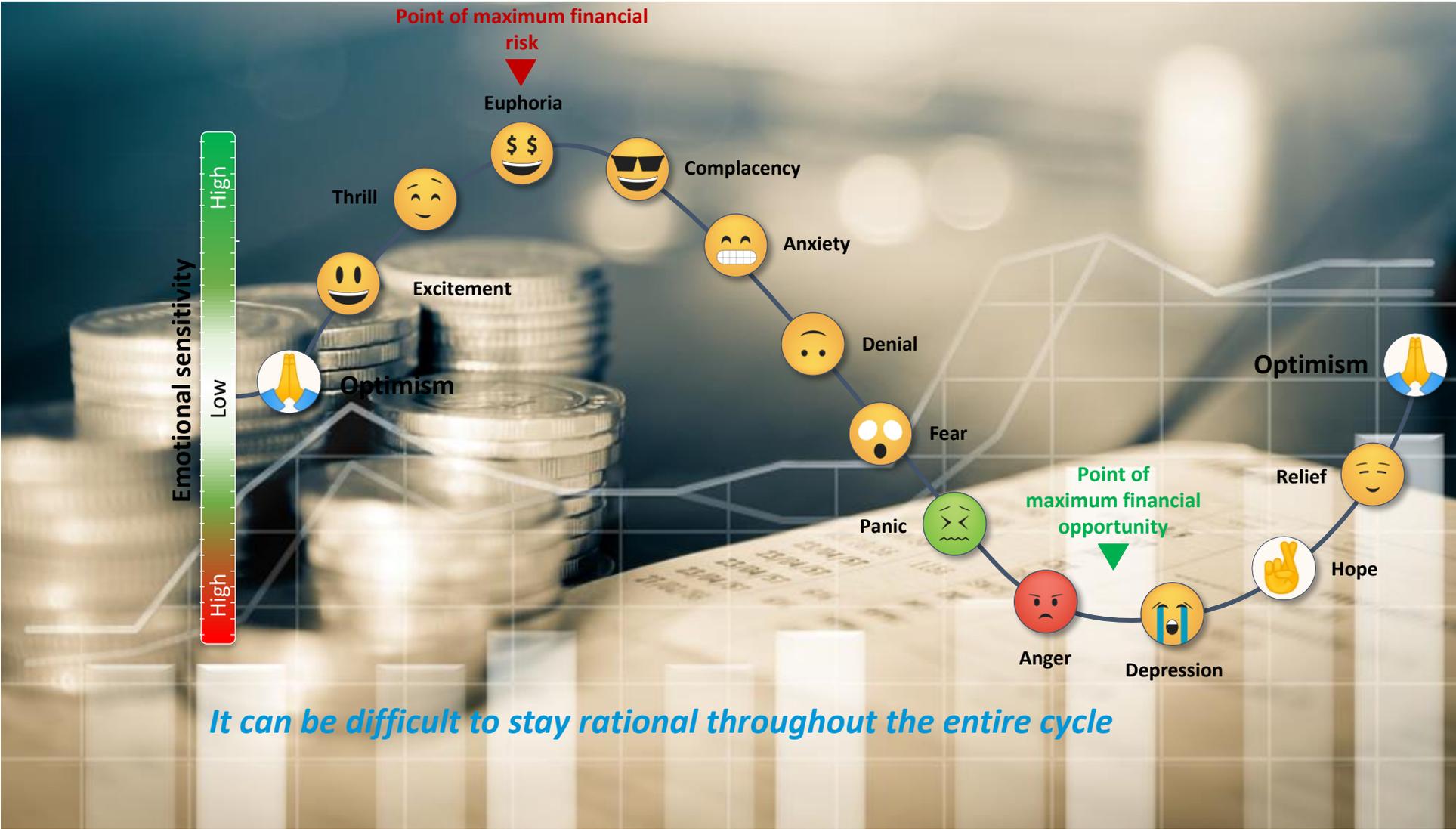
Creating Long Term Value - Focus on Client Retention

Separation of Advice and Investment

Better Governance and Investment Committee Input



# Avoid Emotional Investing – Knee Jerk Reactions





Pension

## Conclusion – Specialise and Embrace Outsourcing

- Remove Emotion of Investing
- Respect Client Monies
- Work with Experienced Partners
- Investment Analysis Capability
- Ability to Interact
- Introducer as the Hub in the middle directing action
- Benefits of new Portfolio Themes
- Logistical Efficiencies

# Accolades and awards

We are very proud when our clients and industry peers recognise our achievements with awards and high ratings. These are some of the most recent:



# How can we help?

If you'd like to know more about how we can help with your investment and wealth management needs, email us at **fund@canaccord.com** or call one of the numbers shown on this slide. We'll be delighted to answer your questions and provide more details of our services

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