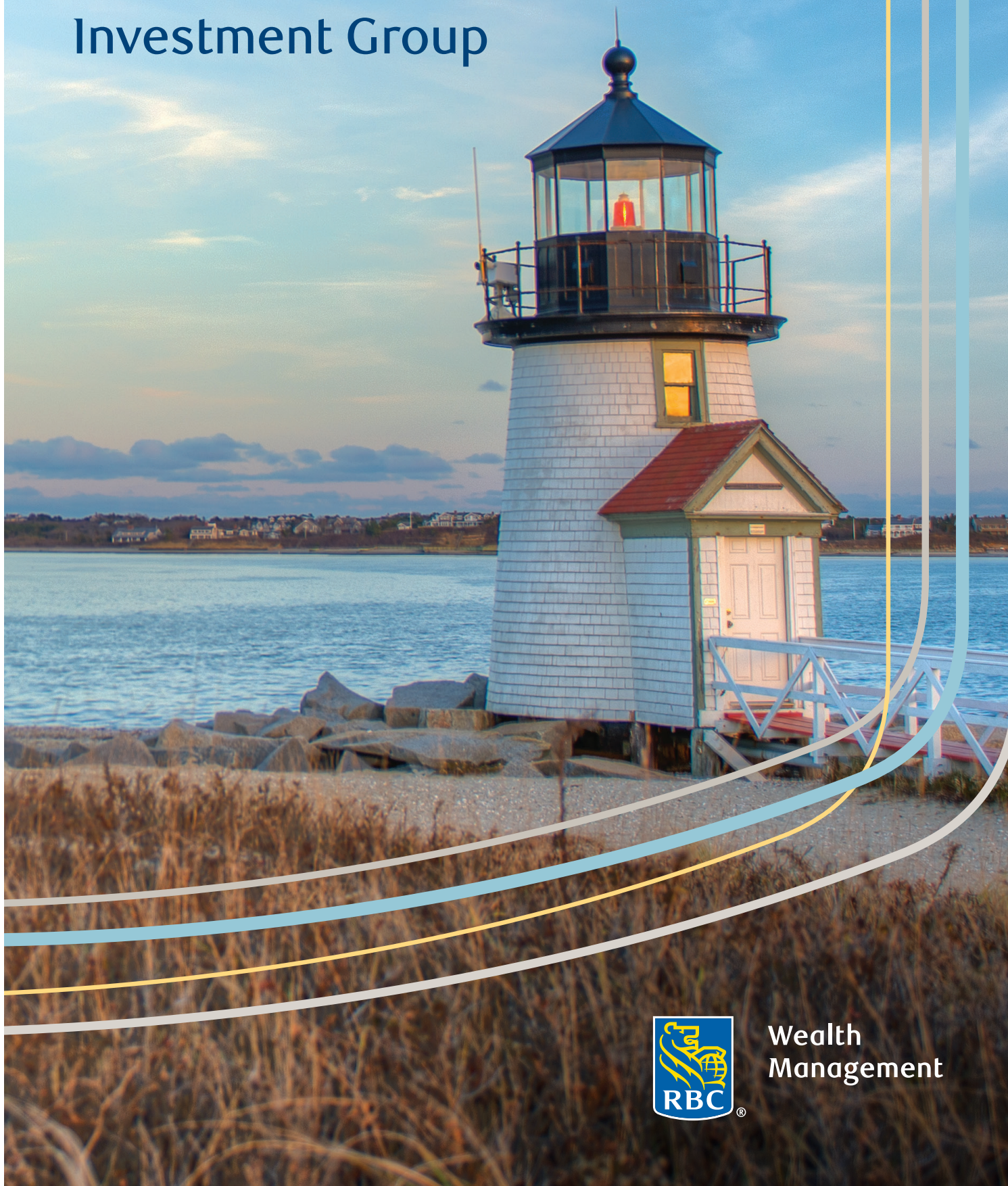


# The Hub Investment Group



Wealth  
Management





# The Hub Investment Group

## Value statement

At The Hub Investment Group, we work with clients to understand their investment goals. We design portfolios to meet clients' objectives using a broad range of appropriate investments. In addition, we educate clients on their investments and potential strategies given today's global economy. This is an approach we deem mandatory for responsible growth.

## Mission statement

Our mission at The Hub Investment Group is to deliver proactive and timely service to professionals and their families and to seek returns commensurate with each client's needs, goals and tolerance for risk.

Our approach to planning for families takes a multigenerational perspective and a holistic approach to wealth management. Working with your family involves a meaningful knowledge of its history, challenges and accomplishments, as well as your concerns and your aspirations.

## Investment philosophy

Great long-term results can be achieved with a constant eye toward managing funds properly, review of them during all market conditions and a preparedness to adapt. In light of these dynamic and uncertain times, we set realistic expectations and encourage proper, tactical asset allocation in response to the volatile global economic environment. We believe that this understanding of world events and economics is critical to successful portfolio management. We do not invest with a blind belief that all global equity markets will provide acceptable returns over a meaningful period of time. However, we do believe that those companies with sustainable business models and prudent balance sheets can thrive.

Concerning fixed income, which is critically important to the global economy, our recommendations take into account whether interest rates are at historically high or low levels. Additionally, our fixed income recommendations are made with an awareness of the effects of the global debt and liability environment.

**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.**

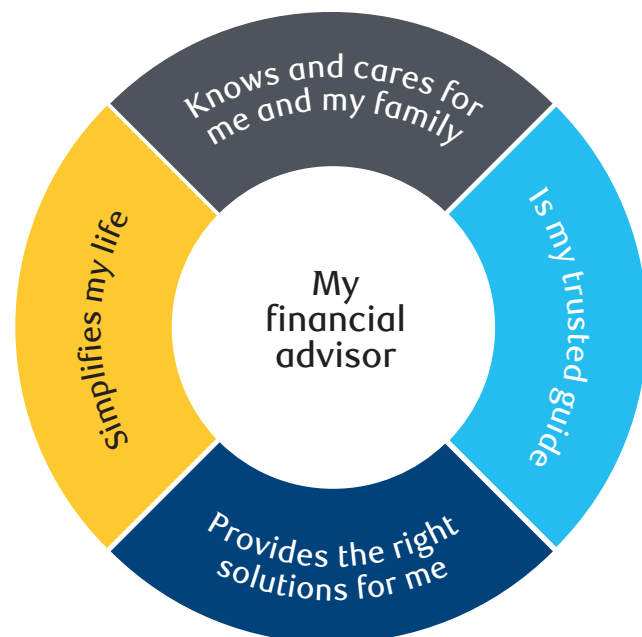
# Our approach to wealth management

## Your objectives come first

At RBC Wealth Management, our first priority is to help you achieve your financial objectives for today and tomorrow. Our goals-based wealth planning approach is designed to ultimately help you achieve your vision and live empowered.

Working together, we identify strategies to grow your wealth, fund your lifestyle today and tomorrow, protect what's important to you and create your lasting legacy. Through planning, we can help you:

- Determine your net worth
- Analyze your asset allocation
- Plan for retirement
- Fund an education
- Maintain or enhance your lifestyle
- Prepare for a major purchase
- Convert wealth to retirement income



## An empowered approach

Our approach integrates your objectives into a personalized plan that can be updated as life changes occur. We combine sophisticated investment planning tools with professional resources to help match your unique objectives with customized solutions.

Our process includes:

- **Understanding your financial objectives** — We begin by listening to understand you and your financial objectives.
- **Gathering your current financial information** — Together, we gather specific information on your financial picture and help you connect the dots to make informed decisions.
- **Developing smart strategies** — Next, we analyze your financial and personal information to match your objectives with sound strategies.
- **Implementing thoughtful and creative solutions** — We develop customized solutions tailored to your objectives, drawing from a wide selection of world-class products and services.
- **Providing professional service and resources** — We help you review your financial picture in light of changing circumstances both personal and market-driven. We help you find the best path for your journey.

## It all starts and ends with you

Through a dedicated financial advisor focused on serving your best interests, we develop customized solutions to help meet your needs and objectives. We are here to help every step of the way.

# About us

## Jeffrey Jacobson

**Senior Vice President – Financial Advisor**  
**Senior Portfolio Manager – Portfolio Focus**

Office: (617) 725-2006 | Mobile: (617) 223-6726  
jeffrey.jacobson@rbc.com



Jeff was hired by PaineWebber as a financial advisor in 1992 and worked through the transition to UBS Financial until 2008, when he joined RBC Wealth Management. He is a member of RBC Wealth Management's Consulting Group and President's Council. He passed the Series 7, 63 and 66 exams, and is insurance licensed.

He made corporate and executive

services a key component of his business over the years.

Jeff achieved his MBA with a concentration in finance from Boston University after graduating with a degree in philosophy from Trinity College in Hartford, Connecticut. He lives in Sharon, Massachusetts, with his wife, Nikki, and their three children, Matthew, Coby and Ava. His interests include reading, soccer, skiing and exercise, all of which Jeff pursues when he's not coaching and cheering for his children's sports teams and other endeavors. Jeff and his family are active members of his temple, and they continuously support philanthropic causes.

## Ellen Takagi

**Senior Vice President – Financial Advisor**  
**Portfolio Manager – Portfolio Focus**

Office: (617) 725-2143 | Mobile: (617) 571-8724  
ellen.takagi@rbc.com



Ellen has more than 35 years of experience in the financial services industry. She began with Merrill Lynch in the company's training program. This was followed by more than 15 years at Smith Barney where, in addition to her duties as a financial advisor, she was the mutual fund coordinator. Afterward, she became the retirement and estate

planning coordinator for one of the largest offices in the Smith Barney system. In 1996, Ellen was recruited to Hambrecht and Quist (now J.P. Morgan), where her focus was corporate consulting and planning solutions for high-net-worth individuals. She and her team joined RBC Wealth Management in 2002. Ellen has a Bachelor of Science degree from The Carroll School of Management at Boston College. She passed the Series 7, 63 and 65 exams, and is insurance licensed. Ellen is a long-time resident of Beacon Hill, Boston, with her husband. She served on two nonprofit boards, Rogerson Communities and Hill House. In addition, she was a member of The Chief Executives' Club of Boston, The Boston Club and is currently a member of Boston Business Women™.

### Liam Hurley

#### Registered Client Associate

Office: (617) 725-2128  
liam.hurley@rbc.com



Liam joined RBC Wealth Management in 2021. He graduated from the University of Massachusetts Amherst with a Bachelor of Science degree in economics. Liam completed an internship at a registered investment advisor firm in Boston conducting equity research in emerging markets companies as well as data center REITs. He

passed the Series 7 and 66 exams and is the administrative coordinator for The Hub Investment Group. Liam is the team's quality service coordinator in regard to all administrative and operational matters.

Liam enjoys playing golf and soccer and also is a big fan of the Boston Bruins. He also appreciates the time that he spends with his family and good friends and is always open to checking out new restaurants in the city. Liam resides in Boston, Massachusetts.

### Molly Solari, CFP®

#### Senior Financial Associate

Office: (617) 725-2131 | Mobile: (331) 289-0237  
molly.solari@rbc.com



Molly joined RBC Wealth Management in 2011. Prior to that, she worked at Wells Fargo Advisors. She passed the Series 7 and 66 exams. She is also life, accident and health insurance licensed. Molly operates as the office manager and is in charge of our client relationships. She leads in the creation of clients' RBC WealthPlans and coordinates

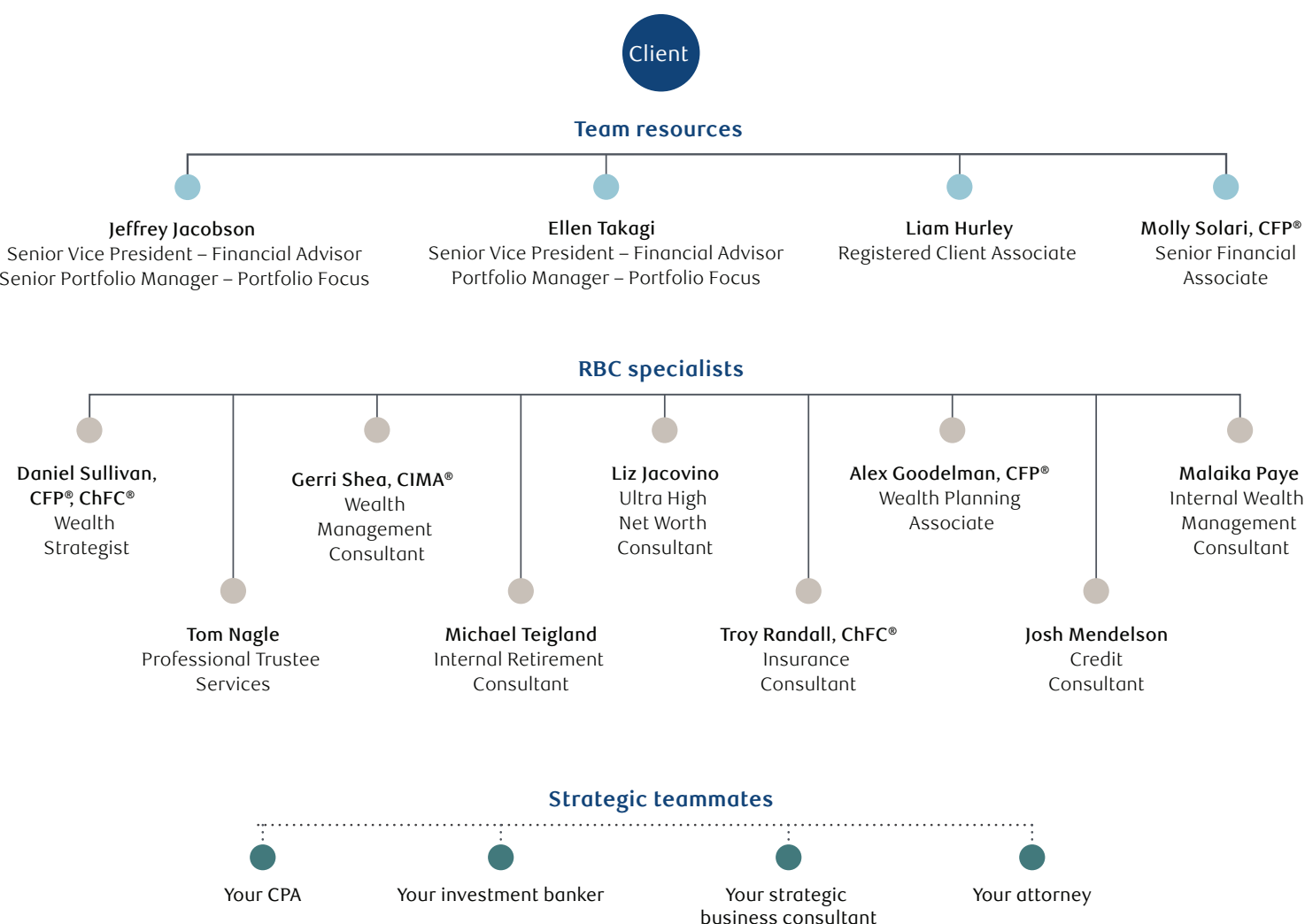
client investments and goal planning meetings.

Molly earned the CERTIFIED FINANCIAL PLANNER™ certification as part of her commitment to ongoing education. CFP® professionals are dedicated to the highest level of service and ethical standards. The intensive program curriculum includes risk management techniques as well as insurance, taxes, estate and retirement planning, and investments. These topics of study allow CFP® professionals to enhance their client relationships and add value toward helping clients achieve their financial objectives.

Molly graduated from Roger Williams University in Bristol, Rhode Island, with a Bachelor of Science degree in financial services and a minor in psychology. Molly lives in the South Shore with her husband, Joshua, and their two daughters.

# Your wealth advisory team

It takes a team of advisors with experience and expertise to help a business owner, entrepreneur and executive manage through a complex transition into the next stage of life. We strive to provide leadership to move you and all your advisors through a process that provides financial clarity for you and your family before, during and after your transition. Our planning process and the collaborative culture of our professional team can seamlessly help move you through any life transition with clarity.



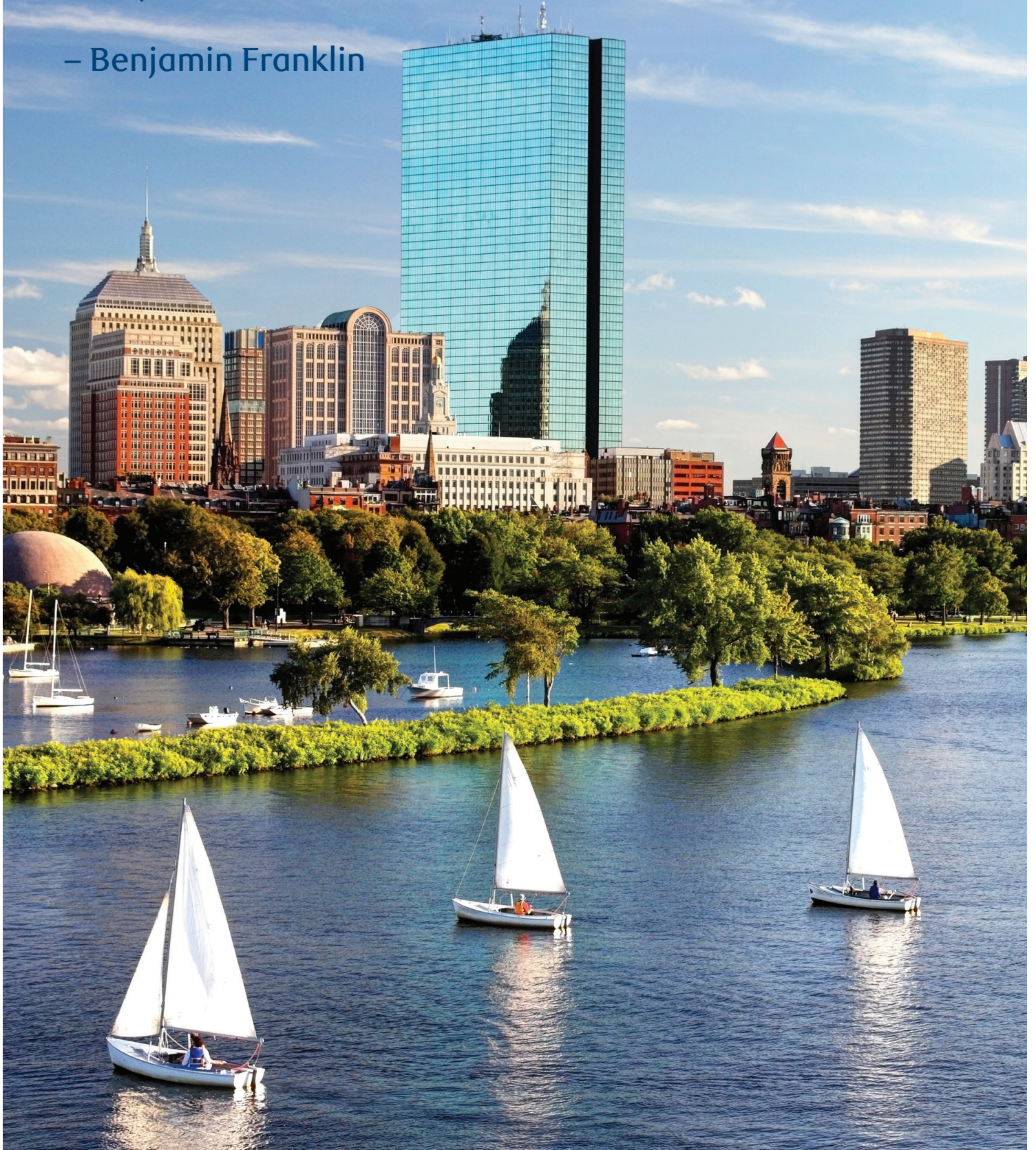
## The true value of your wealth team—control what you can control

- Risk
- Behaviors
- Cost
- Financial clarity
- Communication



“Tell me and I forget, teach me and I  
may remember, involve me and I learn.”

– Benjamin Franklin





# Plan for your financial future with an RBC WealthPlan analysis

Are you on track to achieve your goals? Have you taken the time to prioritize your goals and identify what you can do to maximize your resources? Do you need help bringing your goals to life?

## An analysis using RBC WealthPlan can help you answer these questions

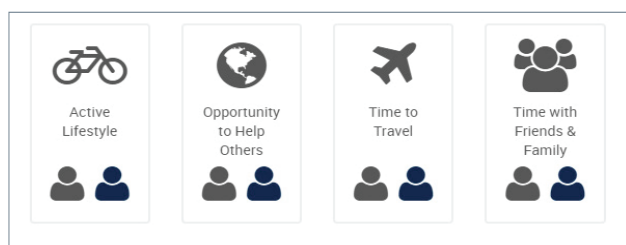
If you are the type of person who likes to know where you are going in life, this analysis is an effective way to plan for your financial future. It helps you and your financial advisor understand your current financial situation, identify your life goals and determine what steps you can take to achieve those goals. Plus, it offers you the ability to weigh certain decisions and determine what is best for you and your family. With RBC WealthPlan, you and your financial advisor can create a personal analysis based on your vision for retirement.

## Start with your expectations and concerns

When you think about retirement, what do you most look forward to? What is your personal vision of retirement? It might be an active lifestyle, travel or time with friends and family. Whatever your expectations of retirement, you likely have concerns for the future. When you think about retirement, what worries or concerns you? For many, running out of money, health care costs and suffering investment losses are top concerns.

Whatever you identify as expectations and concerns, whether they are shared or individual, RBC WealthPlan can easily include each in your personal plan.

### Expectations sample



### Concerns sample

	Your Concerns	How your plan can Help
	🔵 Level of concern: High	
	Cost of Health Care or Long-Term Care	Your plan will include the cost of Health Care and we'll see if you'd benefit from Long Term Care Insurance.
	Suffering Investment Losses	We'll create a plan that has the best chance to meet your Goals with the least risk.
	🔵 Level of concern: Medium	
	Running out of money	If your plan is in the Confidence Zone, there's less reason to worry.
	Getting Alzheimer's (or other illness)	We'll consider Long-Term Care insurance & discuss Medical Directives & Power of Attorney.
	Parents needing care	We'll include a Goal for the cost of care for your parents.
	🔵 Level of concern: Low	
	Kids mismanaging money	We'll discuss options that can help young adults learn good money habits and provide protection for assets.



## Consider your goals

Your goals, and the importance of each, are deeply personal to you. You may have some on your mind right now, or you may need help prioritizing what's important to you. RBC WealthPlan incorporates a conversational approach to identifying your goals and assigning an importance based on needs, wants and wishes.

## How prepared are you for retirement?

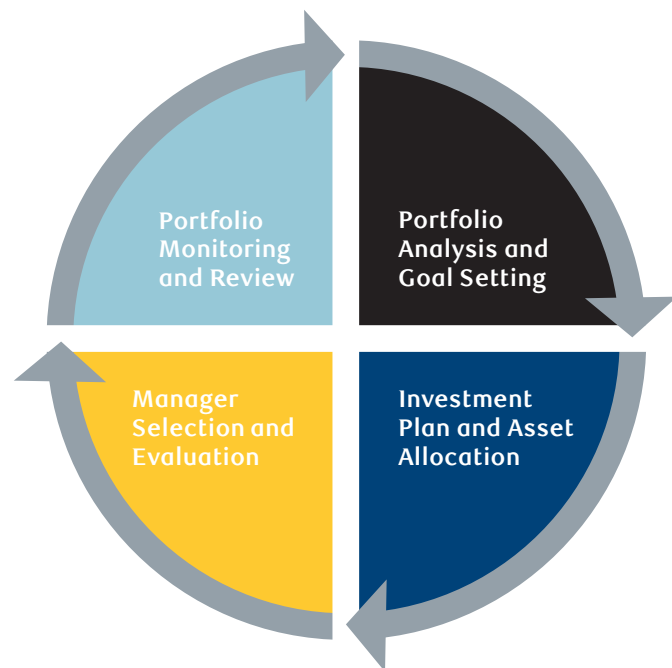
More than likely, the primary reason you save and invest is to finance your retirement. But before you can determine your retirement preparedness, you will need answers to these three questions:






- How much money will I need?
- Where will it come from?
- How long will it last?

Don't worry if you don't know the answers yet; your RBC Wealth Management financial advisor and RBC WealthPlan can help. The answers to these questions may change over time and will be dependent on the following factors:

- Retirement income sources
- Current and future health status
- Loss tolerance
- Willingness to save
- Desired legacy

As life and your expectations change, we can easily update your RBC WealthPlan to confirm you remain prepared for what comes next.



John & Jane's Goals			Timeline	Hide Detail
Needs				
	<b>Retirement - Basic Living Expense</b>			
	John (2028)	65		
	Jane (2028)	64		
	Both Retired (2028-2058)	\$125,000		
	John Alone Retired (2059-2060)	\$100,000		
	<b>Health Care</b>			
	John Medicare / Jane Retired Before Medicare (2028)	\$20,645		
	Both Medicare (2029-2058)	\$9,286		
	John Alone Medicare (2059-2060)	\$6,123		
Wants				
	<b>Travel</b>			
	When both are retired	\$15,000		
	Recurring every year for a total of 15 times			
	<b>New Home</b>			
	In 2028	\$300,000		
Wishes				
	<b>Major Purchase</b>			
	When both are retired	\$100,000		

## RBC WealthPlan, an interactive experience

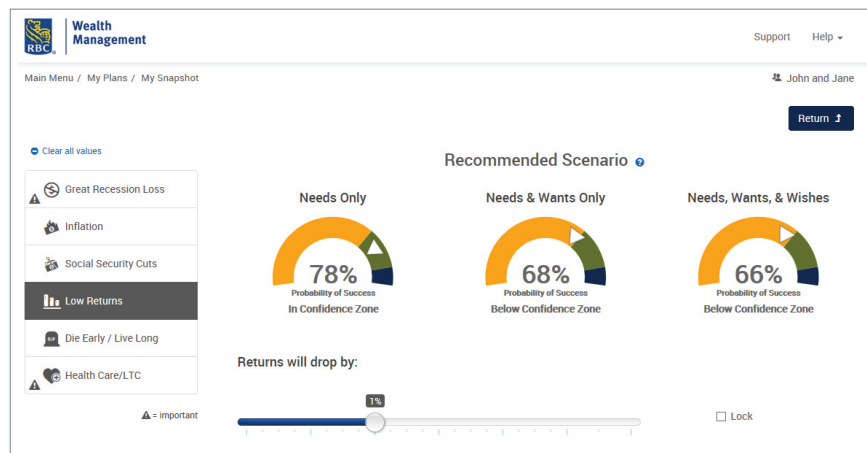
RBC WealthPlan allows you to take charge of your plan by utilizing the What Are You Afraid Of? tool. The tool focuses on plan variables that you cannot control. It allows you to see the impact of market or Social Security changes, inflation, plan returns, long-term care needs and other unexpected costs. Concerns identified through this feature are highlighted in RBC WealthPlan, reminding you to address them.

RBC WealthPlan also allows you to take charge of your plan by utilizing the Play Zone®, a tool that allows you to modify the things you can control—for example, if you retire earlier or later than you have currently planned, trade-offs that may be needed for one of your wants or wishes, and the importance of maximizing contributions during your working years. Play Zone allows you to see what is possible in retirement given the resources that you have.

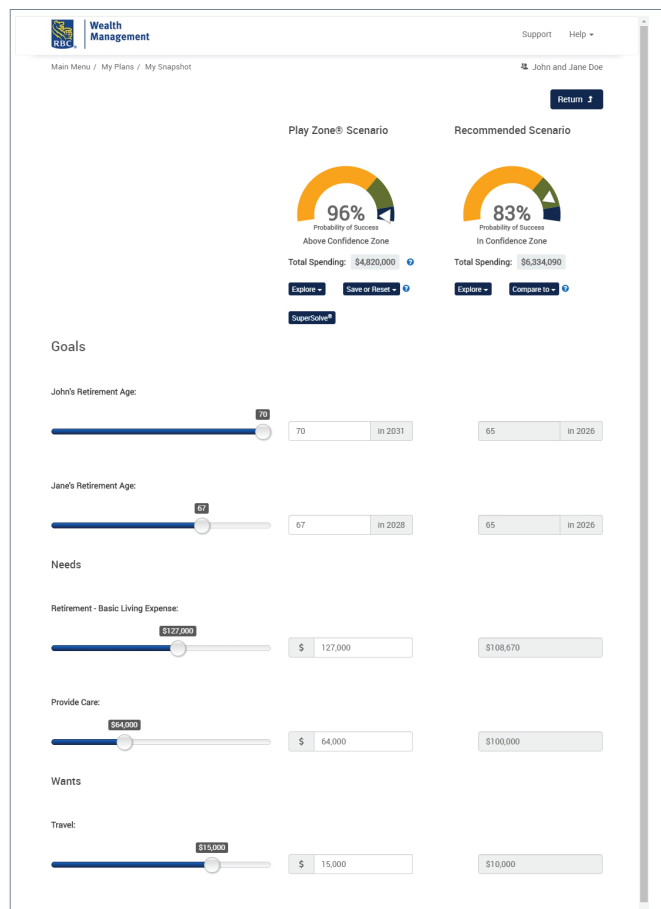
## Start planning for your financial future today

An RBC WealthPlan analysis gives you and your financial advisor an abundance of information about your present and future financial possibilities. From there, your RBC Wealth Management financial advisor suggests strategies to help you produce the outcomes you dream about. Call your financial advisor today to schedule an appointment.

### What Are You Afraid Of? tool example



### Play Zone example

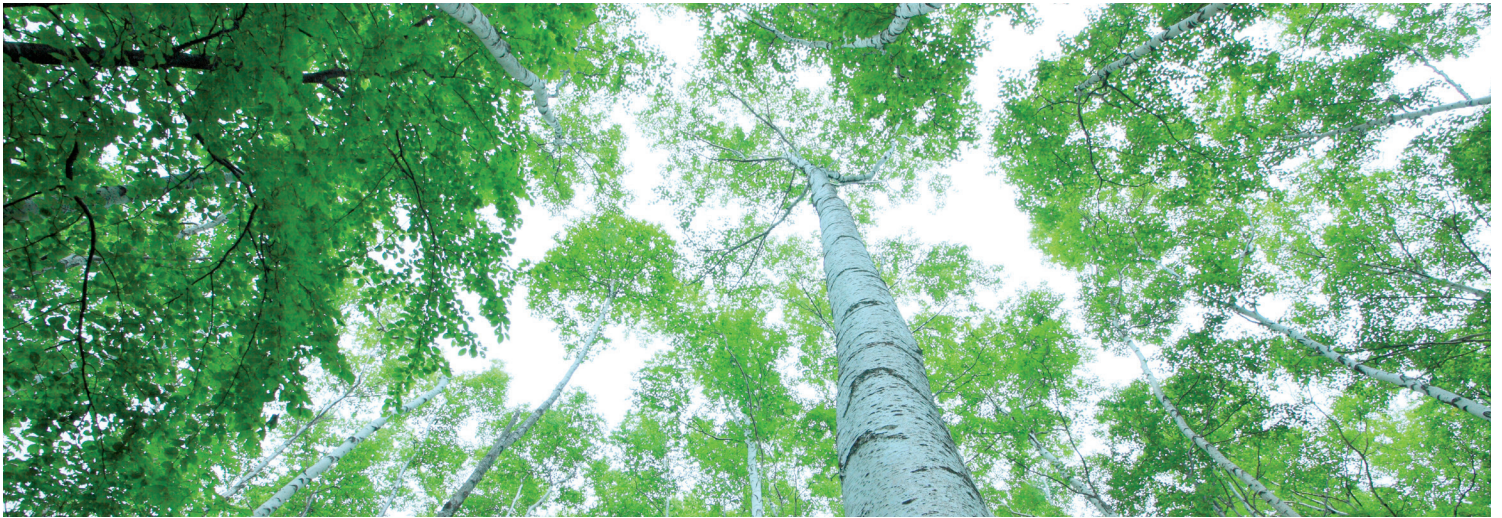


**Important:** The projections or other information generated by WealthPlan regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.

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 connection with your independent tax or legal advisor.

Play Zone® is a registered trademark of PIETech, Inc.





# How can my investments better reflect my beliefs and values?

You do not have to forgo good returns on your money when investing with an eye toward promoting social and environmental concerns. This approach may allow you to further your own economic interests while closely aligning with your principals and beliefs.

The strategy of environmental, social, governance (ESG) investing employs positive screens. It searches for equity and fixed income opportunities that perform well on various ESG metrics such as:

- **Environmental concerns** — including climate change, natural resources conservation, pollution, waste management and water scarcity.
- **Social issues** — such as corporate philanthropy, community and government relations, workplace health and safety, human rights and diversity.
- **Governance topics** — including accounting practices, board accountability and structure, disclosure practices, executive compensation, corporate ethics, regulatory compliance and transparency.

Every investor may define the term social good differently, and even a socially responsible fund may include multiple definitions of the types of companies that meet its investment objectives. We strive to make sure your expectations are clear and realistic. Many socially responsible investments produce solid financial returns; others may not. Though past performance is no guarantee of future results, many of these companies demonstrate they can provide sustainable long-term results while upholding these values.

If this is an area of investing in which you are interested, please feel free to reach out to us and we can provide you with a broad range of opportunities, answer specific questions and address your goals.

# About RBC Wealth Management

Royal Bank of Canada (RBC) is one of the world's leading diversified financial services companies. One that is distinguished by a long heritage of financial strength, integrity and unwavering dedication to our clients.

## Key facts

- Chartered in 1869
- Approximately 97,000 employees speaking over 100 languages serve more than 17 million clients worldwide
- One of North America's leading diversified financial services companies, providing personal and commercial banking, wealth management services, insurance, corporate and investment banking, and transaction processing services on a global basis

## Among the world's best

- Top 15 bank globally<sup>1</sup> as measured by market capitalization, with operations in 29 countries
- RBC ranked #2 in the global "Top 100 Most Diverse & Inclusive Companies" in the 2021 Refinitiv Diversity & Inclusion Index
- Acquired City National Bank in 2015, to offer private and business banking solutions and meet a broader range of clients' financial needs in the U.S.<sup>2</sup>

## Canada's leading financial institution

- Largest bank in Canada, with approximately US\$2 trillion<sup>3</sup> in total assets and a Common Equity Tier 1 capital ratio of 14.1% (Basel III)<sup>3</sup>
- RBC is the market-leading retail bank in Canada, receiving top ranks among big five banks in 11 out of 11 Ipsos Financial Service Excellence Awards 2022

## Stable...safe...sustainable

- Consistently strong and stable with a high-quality balance sheet, proactive risk management and a strong liquidity position
- RBC was ranked sixth among global banks on the Fortune "World's Most Admired Companies" list—the only Canadian financial institution to make the list (2021)

## Royal Bank of Canada — consistently high credit ratings<sup>4</sup>

Moody's	Standard & Poor's	Fitch
Aa1 <sup>5</sup>	AA- <sup>5</sup>	AA <sup>5</sup>
A1 <sup>6</sup>	A <sup>6</sup>	AA- <sup>6</sup>
Stable <sup>7</sup>	Stable <sup>7</sup>	Stable <sup>7</sup>

## Top global banks<sup>8</sup>

Rank	Company	Market cap (US\$ B)
1	JPMorgan	456
2	Bank of America	254
3	Ind & Comm Bank of China	218
9	China Construction Bank	144
10	Bank of China	143
11	RBC	138



## About RBC Wealth Management

As your financial advisor, we take time to understand your goals and offer wealth solutions to help you realize your life vision. We know what's important—the success of your family, personal aspirations and the legacy you want to leave to the world.

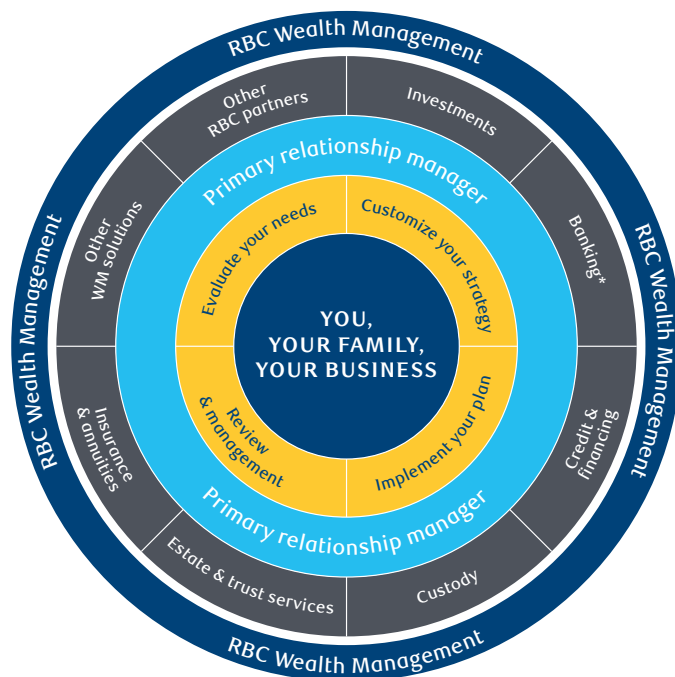
These are the reasons we manage your wealth in a way that reflects your unique values and aspirations. Because we believe as you do, that the greatest returns are realized when you grow more than wealth.

## Why investors choose RBC Wealth Management

Clients who want to feel confident about their wealth plan and goals select us because our character counts. When you choose RBC Wealth Management, you will work with a company with deep resources, a reputation for putting the interests of clients ahead of our own and a passion for helping transform the lives of the people we serve.

## What you can expect

Our professional financial advisors deliver the customized strategies and attentive service you deserve. The experience is as much about helping you fulfill your sense of purpose through your wealth as it is about achieving your financial objectives.



## Key facts

- Among the top 10 full-service brokerage firms based on assets under administration and number of advisors in the U.S.<sup>9</sup>
- In the U.S., earned 100% rating on the Human Rights Campaign Corporate Equality Index (2022)
- More than US\$820 billion in assets under management worldwide<sup>10</sup>
- Approximately 4,800 financial advisors, private bankers and trust officers worldwide, with approximately 2,100 financial advisors in the U.S.
- Offers thousands of investment products, including many local, regional and international investment opportunities that may not be available from other firms

## A wealth of client solutions

No matter what stage in life, you can depend on us to help you navigate the complex choices and challenges planning for the future brings. We offer wealth management solutions to help integrate all your interests—family, business, lifestyle and philanthropy. By taking a holistic approach to all your financial goals, we can implement an optimal level of asset management and coordination, while being mindful of tax and estate implications.

## Investment services

- Advisory and discretionary investment management services across the entire investment spectrum
- Access to world-class managers across all asset classes
- Rigorous due diligence and risk analysis
- In-depth global research on equities, fixed income and investment managers
- Market commentary and research by RBC Capital Markets and other leading providers
- Access to diversified investment alternatives, such as hedge funds, managed futures, domestic and international funds, exchange-traded funds and structured product solutions
- Concentrated stock strategies to mitigate risk, minimize taxes, gain liquidity and diversify single-stock position

\*Banking products and services are provided by affiliate banks.

Trust services offered through third parties.

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 connection with your independent tax or legal advisor. No information, including but not limited to written materials, provided by RBC WM should be construed as legal, accounting or tax advice.

## Credit solutions

- Lines of credit secured by eligible securities in an investment portfolio
- Managing wealth through pairing of credit with investment strategies

## Customized planning

- Wealth management and insurance planning
- College and education funding planning
- Retirement and retirement income planning
- Estate services and multigenerational wealth planning

## Cash management

- Access to a set of customized, integrated cash management solutions
- Provides on demand, same-day liquidity through RBC Cash Management Account
- Online bill pay and electronic funds transfer
- Cash sweep choices, including FDIC-insured deposits
- RBC Visa® Platinum Debit Card with enhanced fraud protection, Platinum benefits and Apple Pay®

## Capital Markets

- Premier investment bank, 9th largest global investment bank by fees, according to Dealogic, based on global investment banking fees, Q3/23
- Over 19,500 clients worldwide countries (including support to mitigate the economic impact of the COVID-19 pandemic)
- A leader in debt and foreign exchange markets globally
- 63 offices in 18 countries around the globe

## Professional trustee services<sup>11</sup>

- Multi-jurisdictional planning and cross-border tax awareness
- Experienced charitable trustee services for individuals and organizations, including donor-advised funds
- RBC Trust Company (Delaware) Limited offers personal trust services in two of the top trust jurisdictions for clients
- Comerica Bank & Trust, NA offers personal and institutional trust services and TCA TrustCorp America offers personal trust services along with flexible investment options; both offer estate or trust/estate settlement

## Insurance and annuity services

- Full range of insurance solutions, including term, whole life, universal life, single premium life and variable universal life, long-term care, disability and survivorship life
- Access to a range of annuities including variable, fixed, fixed index, single premium immediate, and deferred income

## Banking and lending offered through City National Bank<sup>2</sup>

City National Bank was created to advance the financial success of entrepreneurs, professionals, businesses and families. They are recognized for their ability to create personalized banking relationships through extraordinary service and proactive advice.

City National's solutions include:

- Personal and business loans and lines of credit
- City National Visa® personal and commercial credit cards<sup>12</sup>
- Residential mortgages and home equity lines of credit
- Trust services
- Personal and business deposit accounts
- Equipment financing<sup>13</sup>
- Treasury management

## Executive services and employee solutions

- Deferred compensation and insurance solutions
- Restricted securities transactions, liquidity, execution, reporting and processing; proactive block sales
- Liquidity strategies for large blocks of concentrated holdings
- Net unrealized appreciation strategies
- Affiliate trading programs (10b5-1 plans)
- Buy-sell agreements and key person funding

## Corporate services

- Investment banking services including equity and debt underwriting, IPOs, private placements, private investment in public equities, and lending
- Employer-sponsored retirement plans
- Institutional consulting services
- Employee ownership plan consulting and implementation, including online administration and execution for public and private companies



- Corporate share repurchases
- Hedging and monetization strategies, tax efficiency and asset protection
- Directed share programs

### It all starts with you

We deliver customized advice, innovative strategies and customized solutions to help meet your wealth management goals—both for today and for years to come.

### Worldwide capabilities

If you have family members living in more than one country, do business in more than one currency, or if international travel is a big part of your life, you may recognize that wealth—and wealth management issues—often transcend domestic boundaries. Beyond our Canadian base, we have offices in American cities from coast to coast as well as a broad global presence in key financial centers throughout North America, the United Kingdom, Europe and Asia.

**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.**

1. As measured by market capitalization as of July 31, 2023. Source: Bloomberg.

2. City National Bank is an affiliate of RBC Wealth Management a division of RBC Capital Markets, LLC, Member NYSE/FINRA/SIPC, and an indirect wholly-owned subsidiary of the Royal Bank of Canada. City National Bank Member FDIC. Banking products and services offered by City National Bank are not SIPC insured and are subject to City National Bank's terms and conditions. RBC Wealth Management and/or its employees may receive compensation from RBC Wealth Management for referring clients to City National Bank.

Loans and lines of credit are subject to credit and property approval. Additional terms and conditions apply. Not all applicants will qualify. Home equity lines of credit are not available in Texas.

City National Bank Member FDIC. NMLSR #536994/Equal Housing Lender



3. As of July 31, 2023, Q3 2023. Common Equity Tier 1 (CET1) ratio is calculated by dividing CET1 by risk-weighted assets, in accordance with the Office of the Superintendent of Financial Institutions' (OSFI) Basel III Capital Adequacy Requirements guideline. Liquidity Coverage Ratio is the average for the three months ended for each respective period and is calculated in accordance with OSFI's Liquidity Adequacy Requirements guideline. Leverage ratio is calculated using OSFI's Leverage Requirements guideline.

4. RBC Capital Markets, LLC, is a wholly owned subsidiary of, and separate legal entity from, Royal Bank of Canada. Royal Bank of Canada does not guarantee any debts or obligations of RBC Capital Markets, LLC. Credit ratings are not recommendations to purchase, sell or hold a financial position in as much as they do not comment on market price or suitability for a particular investor. Ratings are subject to revision or withdrawal at any time by a rating agency.

5. Ratings (as at August 23, 2023) for senior long-term debt issued prior to September 23, 2018 and senior long-term debt issued on or after September 23, 2018, which is excluded from the Canadian Bank Recapitalization (Bail-in) regime.

6. Ratings (as at August 23, 2023) for senior long-term debt issued on or after September 23, 2018 which is subject to conversion under the Bail-in regime. © Registered trademark of Royal Bank of Canada.™ Trademark of Royal Bank of Canada. Used under licence. VPS58765.

7. Ratings outlook.

8. As of July 27, 2023. Source: Bloomberg.

9. Quarterly earnings release (10-Q) from peer firms.

10. Professional Trustee services are offered to RBC Wealth Management clients by RBC Trust Company (Delaware) Limited (RBC Trust), Comerica Bank & Trust, N.A. and TCA TrustCorp America which may serve as trustee. RBC Capital Markets, LLC, is a subsidiary of Royal Bank of Canada (RBC), and RBC Trust is a subsidiary of City National Bank. RBC Wealth Management and/or your financial advisor may receive compensation in connection with offering or referring these services. Neither RBC Wealth Management nor its financial advisors are able to serve as trustee. 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 connection with your independent tax or legal advisor.

11. Visa is a registered trademark owned by Visa International Service Association and is used under license.

12. Equipment financing and leasing are offered by First American Equipment Finance, a subsidiary of City National Bank, and are subject to credit approval by, and documentation acceptable to, First American Equipment Finance. For California clients: Loans made or arranged pursuant to a California Finance Lenders Law license. RBC Wealth Management employees may receive compensation from RBC Wealth Management for referring clients to First American Equipment Finance.

Past performance is not necessarily a guide to future performance and any exposure to multiple currencies may cause additional fluctuation in the value of any investment.

# Steps we take to protect your assets

In today's rapidly changing financial markets, you want to entrust your investments to a strong, trusted organization. RBC Capital Markets, LLC (RBC CM), can provide the protection you need. We view the safety and security of the assets in your accounts as a priority equal in importance to the work we do helping you build, preserve, enjoy and share your wealth.

## Key distinction between brokerages and banks

It is important to understand a fundamental difference between how assets are treated in a bank account versus that of a brokerage account.

### Bank account

Banks are only required to have a fraction of all deposited money on hand to ensure they can meet minimum cash flow needs. Should a bank fail, and not have sufficient funds to fully reimburse its depositors, Federal Deposit Insurance Corporation (FDIC) protects depositors of member banks, up to certain limits.

### Brokerage account

In the brokerage industry, on the other hand, your assets are held in custody by your brokerage firm. We act as a custodian of your assets—holding them on your behalf—so your assets should always be available to you.

## Thorough measures to protect your assets

The assets held in an account at RBC CM have four layers of protection:

1. The fiscal stewardship of RBC CM
2. Compliance with Securities and Exchange Commission (SEC) requirements
3. Securities Investor Protection Corporation (SIPC) insurance<sup>1</sup>
4. An additional insurance policy purchased from Lloyd's of London<sup>2</sup>

### First layer of protection: fiscal stewardship

RBC CM is known for careful, fiscally conscious decision making that benefits our clients and firm as a whole. We believe in taking a more conservative, diversified and longer-term approach to accomplishing our business goals. Plus, we are affiliated with a strong and dependable global leader in diversified financial services—Royal Bank of Canada.<sup>3</sup>

## Second layer of protection: compliance with SEC requirements

### Segregation of assets

Segregation simply means your assets are kept separate from firm assets, and thus are protected from potential losses of the firm. RBC CM complies with SEC rules governing the separation of client assets from firm assets. By segregating your non-margin securities from firm securities—and keeping careful records of margin securities held “in street name” in your margin account—your assets would be readily identifiable in the unlikely event of a firm liquidation.

### Capital requirements

RBC CM also fully complies with SEC rules requiring all broker-dealer firms to maintain sufficient net capital to help confirm that you will get your cash and securities back, in the unlikely event that our firm should fail. This net capital of RBC CM would be available to satisfy any customer claims.



### Third layer of protection: SIPC insurance

Since RBC CM is a member of SIPC—a nonprofit corporation funded by member securities broker-dealers—you are eligible for SIPC insurance protection.

In the rare event that RBC CM would become insolvent and by some unlikely sequence there were securities missing from your account, SIPC reserve funds would be available to satisfy your claims against the firm, up to \$500,000 per client, including up to \$250,000 in cash.

All client accounts which are similarly titled are combined for purposes of determining SIPC protection and each separate legal title would be entitled to the full SIPC protection, as long as SIPC does not determine that the accounts are titled that way in order to avoid the SIPC limit. For example, your individual account, your joint tenants account with a spouse and your custodial account for a minor child would each receive separate protection.

Shares of money market funds, although often thought of by investors as cash, are, in fact, securities. If you hold such securities in your account, these shares are protected in the same manner as any other covered security and are not included in the \$250,000 cash threshold.

As stated previously, SEC rules provide for property and possessions of a failed firm to be made available to protect you beyond SIPC's basic coverage. For more information about SIPC coverage, please see the SIPC website at [www.sipc.org](http://www.sipc.org).

### Fourth layer of protection: excess SIPC protection

Another way clients' assets are protected is through an insurance policy purchased by RBC CM from Lloyd's of London that provides coverage in excess of SIPC.

This additional policy covers up to \$99.5 million per SIPC-qualified account (of which \$900,000 may be cash), subject to a total maximum aggregate for RBC CM of \$400 million that would be distributed on a pro-rata basis across all losses by clients of RBC CM.

There has never been a claim paid by an excess SIPC carrier. This is due in part to the segregation rules and the existence of SIPC coverage, which are the first lines of defense in the event of a brokerage firm failure. Excess SIPC insurance is an additional layer of coverage in place for the statistically small chance that SIPC coverage would not be sufficient to settle claims.

### Add it all up: layers and layers of protection

In the highly unlikely event you may need them, RBC CM provides four layers of protection for your assets, as previously mentioned:

1. The fiscal stewardship of RBC CM
2. Compliance with SEC requirements
3. SIPC insurance<sup>1</sup>
4. Excess SIPC purchased from Lloyd's of London<sup>2</sup>

The table below illustrates layers three and four: the types of asset protection insurance available, the coverage you can expect to receive, and their total value together.

Asset protection insurance type	Securities and cash coverage
SIPC coverage	\$500,000 (maximum \$250,000 cash)
Excess SIPC coverage (from Lloyd's of London)	\$99,500,000 (maximum \$900,000 cash)
Total coverage	\$100,000,000 (maximum of \$1,150,000 cash)

We are committed to upholding every precaution necessary—and then some—to help protect your wealth.

## Notes





# The Hub Investment Group

53 State Street, Suite 3600  
Boston, MA 02109

Phone: (617) 725-2006  
Toll free: (800) 225-6713

[us.rbcwm.com/hubinvestmentgroup](https://us.rbcwm.com/hubinvestmentgroup)



Wealth  
Management

This information has been provided by affiliated corporate entities consisting of Royal Bank of Canada, City National Bank and RBC Capital Markets, LLC. City National Bank and RBC Capital Markets, LLC, are wholly owned subsidiaries of Royal Bank of Canada. Royal Bank of Canada is regulated by the Office of the Superintendent of Financial Institutions in Canada and the Office of the Comptroller of the Currency in the United States. Banking products and credit services provided by Royal Bank of Canada and City National Bank are subject to their terms and conditions, and are not insured by SIPC. All loans, lines of credits and other financing are subject to credit approval. Credit Specialists are employees of Royal Bank of Canada. RBC Capital Markets, LLC, may receive compensation in connection with these services. RBC Premier Line of Credit facilities are repayable upon demand of Royal Bank of Canada. You will be responsible for the cost of breaking the underlying interest contract before the end of the contract term if any loan amount is repaid in whole or in part (voluntarily or involuntarily). Loans issued in foreign currencies may involve risk not typically associated with U.S. dollar denominated loans, including, but not limited to, differing valuations, currency fluctuations, political and economic instability, foreign taxation and different accounting methods. Residential real estate financing terms and eligibility may be limited by state law.

Professional Trustee services are offered to RBC Wealth Management clients by RBC Trust Company (Delaware) Limited (RBC Trust), Comerica Bank & Trust, N.A., TCA TrustCorp America and South Dakota Trust Company LLC which may serve as trustee. RBC Capital Markets, LLC, is a subsidiary of Royal Bank of Canada (RBC), and RBC Trust is a division of RBC. RBC Wealth Management and/or your financial advisor may receive compensation in connection with offering or referring these services. Neither RBC Wealth Management nor its financial advisors are able to serve as trustee. 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 connection with your independent tax or legal advisor.

This brochure has been issued by Royal Bank of Canada on behalf of RBCO companies that comprise the RBC Wealth Management network. Services outlined may be provided by a variety of subsidiaries and offices, either independently or acting together. You should carefully read any risk warnings or regulatory disclosures in this brochure or any other literature enclosed with this brochure or forwarded to you by Royal Bank of Canada, its subsidiaries or affiliates.

Some of the services detailed in this brochure are not offered in all jurisdictions and may not be available to you. This document does not constitute an invitation to buy or the solicitation of an offer to sell securities or any other products or services in any jurisdiction to any person to whom it is unlawful to make such a solicitation in such jurisdiction. Consult with your financial advisor before making your investment decisions. Any products and/or services described in this brochure are provided by a variety of Royal Bank of Canada subsidiaries and offices, either independently or acting together, operating in a number of different jurisdictions. You should note that the applicable regulatory regime, including any investor protection or depositor compensation arrangements, may well be different from that of your home jurisdiction. This brochure is intended as general information only and is not intended as taxation, legal, investment or other professional advice. You should always obtain independent professional advice particular to your individual circumstances.

Visit RBC at-a-glance at [rbc.com/investorrelations](https://rbc.com/investorrelations)

© Registered trademark of Royal Bank of Canada. ™ Trademark of Royal Bank of Canada. Used under licence. VPS58765

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 connection with your independent tax or legal advisor. No information, including but not limited to written materials, provided by RBC WM should be construed as legal, accounting or tax advice.

© 2023 RBC Wealth Management, a division of RBC Capital Markets, LLC, registered investment adviser and Member NYSE/FINRA/SIPC.  
All rights reserved.

23-BS-02752 (10/23)