

Overview

CIBC Wood Gundy Investment Consulting Service (ICS) is Canada's leading Separately Managed Account (SMA)¹ program and your gateway to institutional investing. With ICS, you can access the talent of investment management professionals from around the world – professionals not normally available to individual investors.

Our continued success comes from a winning formula made up of the following key components:

At CIBC Wood Gundy we understand that your situation is unique. You can customize your portfolio, tailoring it to your needs.

ICS takes an individualized approach to portfolio management, with a high level of customization. For example, unlike a mutual fund, you own the individual securities. This allows you to place reasonable constraints on the securities in the strategy.

ICS places you and your advisor on the same side of the table, sharing the same goal: to see your assets grow.

Your advisor becomes your consultant. Building your wealth begins with a discussion of your goals, timeline and risk tolerance, and continues with a personalized strategy that is tailored to your changing lifestyle. Then, together with your Investment Advisor, you determine investment managers that best meet your investment objectives. Regular meetings with your Investment Advisor – the frequency is up to you – keeps you and your Investment Advisor on track, ensures you always know the status of your investments and, if necessary, allows you to make adjustments to your investments that reflect your changing lifestyle.

Tax-efficient solutions

ICS fees may be tax deductible for non-registered accounts, potentially making you eligible for tax savings on a portion of the fees you pay. And because you own the individual securities, you can work with your Investment and Tax Advisors to implement tax-efficient solutions.

We perform extensive research to bring you managers from around the world – managers not normally available to individual investors.

Dedication of Resources – Our CIBC Asset Management Inc. Investment Management Research (CAMI IMR) team are dedicated solely to uncovering investment managers that meet our standards.

They do this through screening, tracking and evaluation.

Strict Process – In order for a manager to become part of ICS, the CAMI IMR team uses a stringent six-step process to evaluate investment managers. This process involves four key elements that emphasize objectivity and discipline including: the organization itself, the investment process, client service and performance.

On-going Review – To ensure our standards continue to be met, both quantitative and qualitative criteria is used to evaluate the investment managers on an ongoing basis. We will remove any manager that does not consistently meet our requirements.

We deliver extensive reporting, making your portfolio reviews simple and straightforward.

Comprehensive reporting integrates all of your ICS portfolio information into one, easy to follow statement. Each quarter, you will receive your Quarterly Portfolio Review (QPR). In addition, because we recognize that sophisticated investors have more complex tax reporting needs, you will receive year-end Realized Gain/Loss² and Annual Fee Summaries to assist you through the process.

To find out more about how you can benefit from CIBC Wood Gundy Investment Consulting Service, contact your CIBC Wood Gundy Investment Advisor, call **1-800-563-3193** to arrange a consultation, or visit us at www.cibcwoodgundy.com.

¹Source: *The Fee Based Report, Winter 2009, published by Investor Economics Inc.*

²CIBC Wood Gundy provides the information in the Realized Gain/Loss Summary for convenience and does not guarantee the accuracy of such information or its suitability for tax purposes. In the event of discrepancy between the report and your CIBC Wood Gundy Client Statement or CIBC Wood Gundy Tax Package, the Client Statement or Tax Package should be considered the official record of the account(s).

This document is not to be construed as an offer to sell, or solicitation for, or an offer to buy any CIBC Wood Gundy Investment Consulting Service (ICS) strategy or other securities. Consideration of individual circumstances and current events is critical to sound investment planning. All investments carry a certain degree of risk. It is important to review objectives, risk tolerance, liquidity needs, tax consequences and any other considerations before choosing an ICS strategy. Clients are advised to seek advice regarding their particular circumstances from their tax and legal advisors. CIBC Wood Gundy is responsible for the advice provided to ICS clients by any of the ICS investment managers. The ICS program manager, CIBC Asset Management Inc., is a subsidiary of CIBC. CIBC Wood Gundy is a division of CIBC World Markets Inc., a subsidiary of CIBC and a Member of the Canadian Investor Protection Fund and Investment Industry Regulatory Organization of Canada. TMCIBC Asset Management is a registered trademark of Canadian Imperial Bank of Commerce – CIBC Asset Management Inc. licensee.