

**For the fourth consecutive year, Richardson GMP Limited received top rating in the Investment Executive (IE) 2013 Brokerage Report Card, scoring a 9.1 average of all categories measured.** The highly regarded annual IE Brokerage Report Card asks Advisors from 13 investment firms to evaluate their firms, whether bank-owned, independent or boutique, in 38 categories such as advisor autonomy, quality of product offering and overall support for high net worth clients.

Richardson GMP received the top score above all firms in 25 of 38 possible categories, including key categories such as product and support for high net worth clients and quality of firm's product offering. In the areas of 'overall wealth management process' and 'support for wills and estate planning', Richardson GMP was significantly ahead of all other firms being rated. Again this year, the firm was top ranked in two important categories: 'support for helping clients accumulate assets for retirement' and 'helping clients plan for post-retirement income' – both of which are a growing concern for baby boomers heading into retirement.

*"We are extremely proud of the consistency and excellence we see in the results year over year,"* says Andrew Marsh, President and CEO of Richardson GMP. *"We have worked hard to create a strong, independent firm with an entrepreneurial culture that empowers our Advisors to provide the best service and expertise to clients."*

*"By providing comprehensive support in all areas of wealth management, and freedom to deliver unbiased advice, our Advisors are able to focus on the needs of their clients, which has enabled our firm to achieve our leading market position,"* adds Marsh. *"We look forward to continuing the dialogue with our Advisor partners so we can keep improving in order to be the best firm for our Advisors and provide the best solutions to our clients."*

### Richardson GMP received the top score in 25 of 38 categories

Richardson GMP excels beyond the industry standard in its commitment to supporting those advisors focused on the distinct investment solutions and wealth management needs of successful families and entrepreneurs including:

<i>Product and support for high net worth clients</i>	<b>9.4</b> /10
<i>Support for overall wealth management process</i>	<b>9.3</b> /10
<i>Support for developing a financial plan</i>	<b>9.2</b> /10
<i>Support for tax planning</i>	<b>9.1</b> /10
<i>Support for wills and estate planning</i>	<b>9.4</b> /10
<i>Support for helping clients accumulate assets for retirement</i>	<b>9.2</b> /10
<i>Support for helping clients plan for post-retirement income</i>	<b>9.3</b> /10
<i>Quality of the firm's product offering</i>	<b>9.3</b> /10
<i>Support for portfolio management</i>	<b>9.1</b> /10

See reverse for report

## 2013 INVESTMENT EXECUTIVE BROKERAGE REPORT CARD

### Richardson GMP top ranked for fourth consecutive year

Richardson GMP was proudly recognized as a leader by its Advisors in this prestigious survey. It is this commitment to leadership that makes Richardson GMP a very strong and client-centric organization that continually adapts to changing needs by providing innovative and comprehensive solutions. These achievements in the core competencies of our business underscore the professionalism of our Advisors and the shared commitment of everyone in our firm to serve and advise our clients in the way that's best for them and to always strive for excellence.

With 10 indicating a perfect score, the following key categories from the survey indicate the areas where the firm excels in helping successful families and entrepreneurs manage their wealth.

	BOUTIQUE		REGIONAL INDIES			NATIONAL INDEPENDENTS			BANK-OWNED INVESTMENT DEALERS					Performance average	
	Richardson GMP		Leede Financial	Odlum Brown	Canaccord Wealth Mgmt.	Edward Jones	Macquarie Private Wealth	Raymond James	BMO Nesbitt Burns	CIBC Wood Gundy	National Bank Financial	RBC DS	Scotia-McLeod		TD Waterhouse PIA
Products & support for high net-worth clients	9.4		8.0	8.0	7.4	7.5	8.4	7.8	7.9	8.1	7.7	9.3	7.2	7.4	8.0
Support for developing a financial plan for clients	9.2		7.9	8.5	7.1	9.0	7.6	7.6	7.7	8.5	7.7	9.0	7.7	7.9	8.1
Support for developing an investment plan for clients	8.9		8.1	7.9	6.9	8.5	8.3	8.0	7.9	7.8	7.1	8.8	7.3	7.7	7.9
Support for wills and estate planning	9.4		N/A	7.9	7.1	7.0	7.7	6.7	7.7	8.1	7.4	9.2	7.8	7.8	7.8
Support for tax planning	9.1		N/A	8.2	6.9	6.8	8.0	6.3	7.3	7.9	6.6	8.5	6.3	6.9	7.4
Support for insurance planning	8.9		6.8	8.2	7.2	8.9	8.2	8.1	7.8	8.5	7.3	9.0	8.4	8.1	8.1
Support for helping clients accumulate assets for retirement	9.2		8.6	8.8	7.1	8.7	8.3	7.7	7.7	8.2	7.1	8.8	7.4	8.2	8.1
Support for helping clients plan for post-retirement income	9.3		8.8	8.9	7.4	8.7	8.8	7.9	7.5	8.1	7.1	8.8	7.3	8.0	8.2
Support for portfolio management	9.1		N/A	8.0	8.4	8.5	8.2	8.0	8.0	8.1	7.6	9.0	7.8	7.1	8.1
Support for overall wealth-management process	9.3		N/A	8.5	7.6	8.1	8.7	8.0	7.8	8.3	7.4	9.1	7.6	7.8	8.2
Freedom to make objective product choices	9.8		9.9	9.7	9.2	8.7	9.7	9.7	9.3	9.4	9.0	9.7	9.5	9.0	9.4
Client account statements	8.1		8.4	7.9	7.8	8.1	7.8	8.4	7.4	7.5	7.2	7.8	7.2	6.4	7.7
Online account access for clients	9.1		9.0	9.0	8.3	8.5	7.6	8.8	8.2	8.5	7.6	8.9	8.2	8.4	8.5
Firm's stability	9.2		9.5	9.8	7.1	9.7	9.5	9.4	8.8	9.1	9.1	9.8	9.8	9.6	9.3
Firm's strategic focus	9.3		8.9	8.6	7.5	9.2	9.3	8.3	7.6	8.3	7.1	9.3	7.8	8.3	8.4
Firm's ethics	9.7		9.6	9.6	8.4	9.7	9.5	9.2	8.7	9.0	8.7	9.7	9.0	9.2	9.2
Firm's receptiveness to advisor feedback	9.4		9.3	8.7	7.2	8.6	9.0	7.4	6.9	8.0	6.4	8.6	7.4	7.2	8.0
Firm's corporate culture	9.3		9.5	9.3	7.0	9.2	9.3	8.7	8.1	8.1	7.0	9.1	8.5	8.4	8.6
Firm's diversity & inclusion strategy	9.3		9.2	9.0	8.4	9.5	9.2	8.6	8.8	8.5	8.2	8.8	8.6	9.2	8.9
<b>IE Rating (average of all categories)</b>	<b>9.1</b>		<b>8.7</b>	<b>8.6</b>	<b>7.5</b>	<b>8.4</b>	<b>8.6</b>	<b>8.1</b>	<b>7.7</b>	<b>8.1</b>	<b>7.4</b>	<b>8.8</b>	<b>7.7</b>	<b>7.8</b>	<b>8.2</b>