



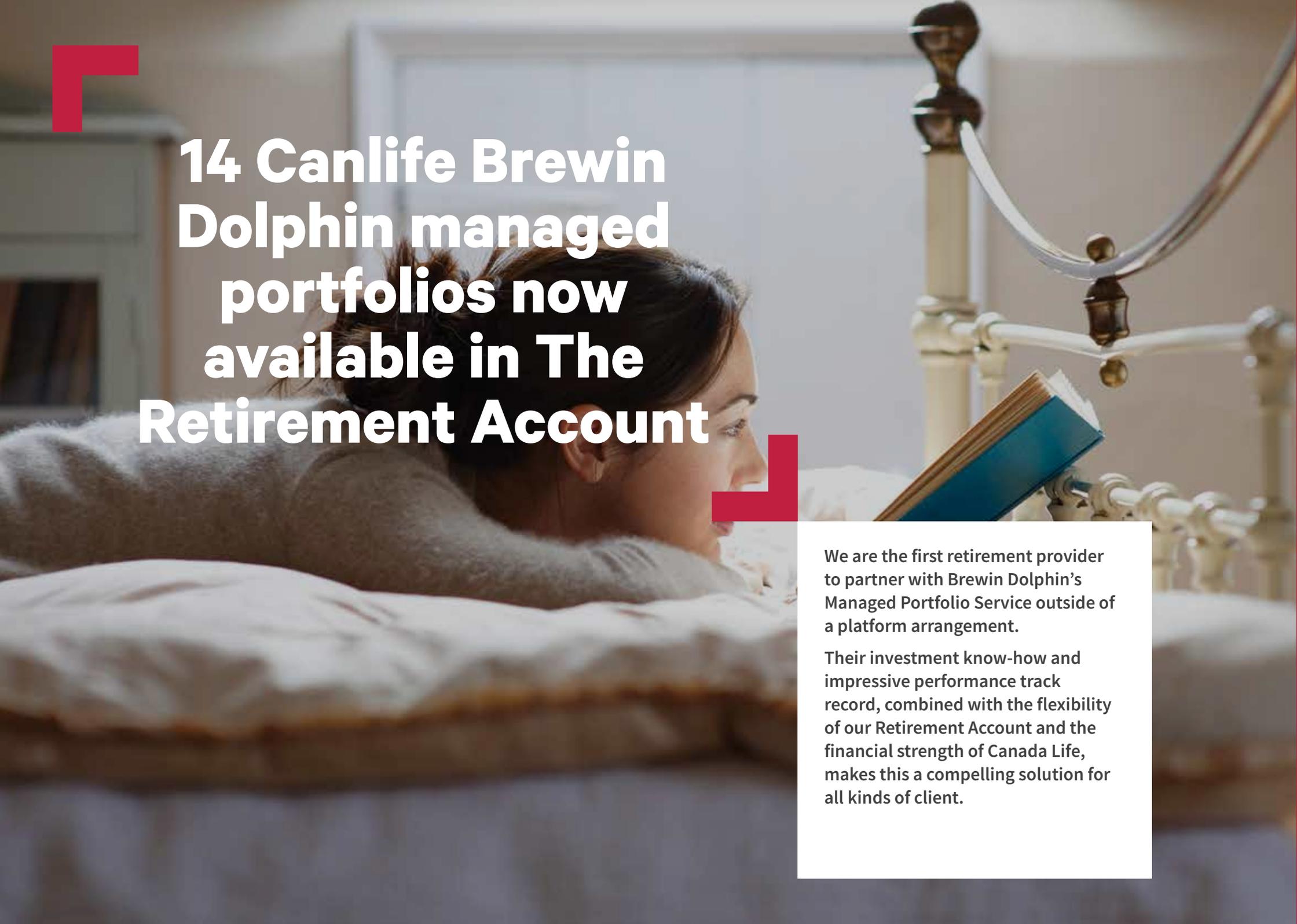
[Compelling]

The Retirement Account partnered with Brewin Dolphin Managed Portfolios
[Adviser guide](#)

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POWERED BY
 BREWIN DOLPHIN

canada  life

A woman with dark hair tied back is lying on her stomach in a bed, reading a book. The bed has a white blanket and a brass headboard. The background is a softly lit room with a white door.

14 Canlife Brewin Dolphin managed portfolios now available in The Retirement Account

We are the first retirement provider to partner with Brewin Dolphin's Managed Portfolio Service outside of a platform arrangement.

Their investment know-how and impressive performance track record, combined with the flexibility of our Retirement Account and the financial strength of Canada Life, makes this a compelling solution for all kinds of client.

Exclusive and flexible access to 14 insured funds closely aligned to Brewin Dolphin's industry leading model portfolios.



A unique and flexible retirement solution to suit all types of client

The Canada Life Retirement Account has partnered with Brewin Dolphin to bring 14 multi-asset insured funds to The Retirement Account. They are closely aligned to the investment strategies used within Brewin Dolphin's award-winning Managed Portfolio Service giving you a cost effective best-in-class retirement income solution.

An innovative strategic partnership

We are the first retirement provider to partner with Brewin Dolphin's Managed Portfolio Service outside of a platform arrangement. Their investment know-how and impressive performance track record, combined with the flexibility of our Retirement Account and the financial strength of Canada Life, makes this a compelling solution for all kinds of client.

Exclusive and flexible access for advisers

Until now, Brewin Dolphin's 14 model portfolios have only been accessible on a Discretionary Fund Manager basis. The Retirement Account gives advisers exclusive access to these investment strategies in the form of 14 insured funds (seven actively managed funds, and seven passively focused funds) that are very closely aligned to the current range. Due to the flexibility offered by The Retirement Account, you can mix and match funds (including other funds from The Retirement Account range, or an annuity) to provide a bespoke savings and income solution for your clients – something that is not possible on a platform.

A consistent track record

Brewin Dolphin's Managed Portfolio Service has been meeting the needs of advisers and their clients since 2008. They now have over 1,000 advice firms registered for the service, around £4.5 billion of funds under management. Over the years, their inhouse research team has won several awards, and the portfolios have maintained a consistently impressive performance record since launch.

Meeting the needs of all clients

The funds will be available exclusively within The Retirement Account and are affordable and accessible for all clients – even those with pension assets of less than £250,000.

Adding value to your service

The depth of Brewin Dolphin's research adds a huge amount of value to client portfolios. You can be safe in the knowledge your clients' investments are in good hands, leaving you to focus on their retirement objectives and evolving needs.

Helping you consistently meet client objectives

The funds support you in achieving good customer outcomes, by providing a solution that is designed to perform as clients are led to expect. There are seven risk models and all funds are mapped against Defaqto, Dynamic Planner, EValue, Morningstar, Finametrica and Synaptic. The funds are diversified across a wide selection of different investments that are reviewed and rebalanced monthly to ensure they continue to match their risk appetite and investment goals.

The security of insured funds

Because these are insured funds, they are covered by the Financial Services Compensation Scheme (FSCS). Canada Life also conducts additional governance and oversight, giving clients extra peace of mind.

Benefits at a glance

- + Exclusive and flexible access to 14 insured funds that are very closely aligned to Brewin Dolphin's industry leading model portfolios
- + Benefit from Brewin Dolphin's strong and consistent 10-year track record and the award-winning investment know-how of their inhouse research team
- + Access seven actively managed and seven passively focused solutions that are risk-adjusted for different risk profiles
- + Funds can be mixed and matched to provide clients with a bespoke solution, which you can't normally do through a platform
- + Competitive and fair charging structure, making the funds accessible to all clients
- + All portfolios are risk mapped against Defaqto, Dynamic Planner, EValue, Morningstar, Finametrica and Synaptic
- + All funds are rebalanced every month to ensure they continue to meet their objectives
- + Added security of insured funds, benefiting from FSCS cover

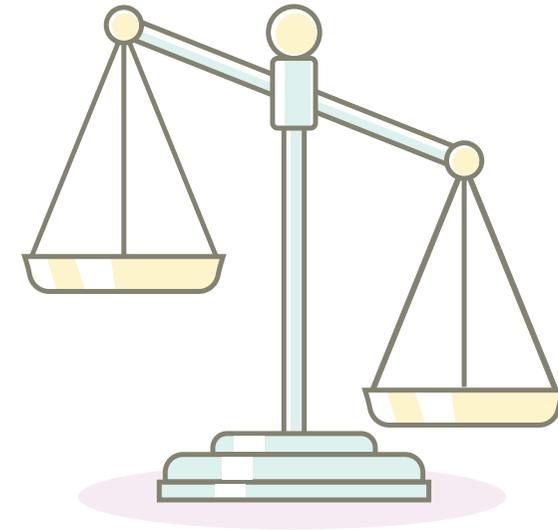


Helping you meet your clients' investment goals

Brewin Dolphin's investment philosophy is simple. They aim to provide an impartial investment service that saves advisers and their clients time and money, while giving them confidence their money is in good hands.

Brewin Dolphin promise to

- + Ensure performance is kept in line with portfolio objectives, enabling you to focus on planning, giving advice and nurturing your client relationships.
- + Always keep on top of fund regulation.
- + Employ research-based asset allocation and investment selection decisions to drive steady, consistent returns over the long-term.
- + Give you and your clients flexible access to different risk approaches, and we promise to enable you to mix and match these approaches as required.
- + Diversify across a wide selection of different investments.
- + Review and rebalance the funds regularly ensuring they continue to match your client's risk appetite and investment goals.
- + Use their economies of scale to keep costs at a competitive level.



A disciplined investment approach

Brewin Dolphin believe in providing a robust, repeatable investment process. The Retirement Account funds will follow the same disciplined approach as their Managed Portfolio Service.

Research and review

The Brewin Dolphin Asset Allocation Committee and in-house research team are responsible for the strategic investment approach. The portfolios are tactically adjusted each month to reflect the Committee's view on the most appropriate mix of assets to hold for a given investment objective. This is essential to support consistency of performance and ensures that the portfolios are kept in line with clients' attitude to risk.

An efficient and cost-effective approach

The Brewin Dolphin fund managers invest via a series of segregated mandates (tailored portfolios run in accordance with agreed criteria defined by them) that are hosted in four select funds, instead of using their retail funds.

Each external manager has been carefully selected to manage assets using a specified style or strategy in which they have demonstrated excellence. These four funds are employed, alongside single manager funds selected by the research team, as the underlying investments in the seven MPS models. This combined approach makes the portfolios more efficient and cost effective

Quality and transparency

The primary focus of the fund research department is to identify a 'buy list' of thoroughly researched investments from which they select when building the portfolios. This roster of investment companies is based on an initial quality screen, which considers factors such as the financial strength, organisational integrity and stability of the investment firm, in addition to manager access and the provision of full portfolio transparency on a timely basis. This defines the research universe, which covers over 10,000 investment products.

Sector	Investment type
Bonds	Segregated mandates
UK Equity	Segregated mandates
UK Equity Income	Segregated mandates
North American Equity	Segregated mandates
European	Selection of single manager funds
Absolute Return	Selection of single manager funds
Asia ex Japan	Selection of single manager funds
Japan	Selection of single manager funds
Emerging	Selection of single manager funds
Commercial Property	Selection of single manager funds

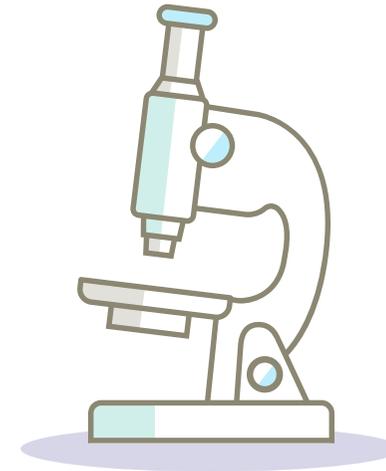
Portfolio Governance

When partnering with a fund manager, we ensure the funds are prudently monitored and assessed, with a focus on delivering fair customer outcomes in a consistent and well-controlled manner.

Brewin Dolphin have a rigorous portfolio governance process that is geared to ensuring you can meet the FCA's standard around both a Centralised Investment Proposition and provide for good customer outcomes. Their focus is on ensuring each of the portfolios performs in line with expectation by:

- + Continually researching and reviewing the funds, which means your clients are not only protected from portfolio drift but also continually benefit from the collective best ideas of their highly experienced team.
- + Rebalancing the funds each month if required, setting the optimum split for a given level of portfolio risk.
- + Operating on a fiercely independent best-of-breed basis. All investments are selected for their ability to add value.

At the same time, your clients will benefit from additional oversight from the Canada Life Investment Committee and Canada Life Board. The Canlife Brewin Dolphin funds are reviewed monthly, and investment governance and performance reviews will be held with the investment team at Brewin Dolphin.





A rigorous governance process through Brewin Dolphin with dual oversight from Canada Life.

An overview of the portfolios

The Canlife Brewin Dolphin funds give you and your clients flexibility across different risk profiles, investment objectives and styles of management. You can mix and match these approaches according to your clients' needs.

A range of risk-mapped funds

There are seven risk-mapped profiles, and each has an actively managed fund or a passive focused fund to choose from. The passive funds are known as 'passive plus' because they have the scope to add non-passive assets if required. Equally, the active portfolios may contain passive assets if it is deemed to be in the interests of longer-term performance.

The seven risk-rated profiles are: Cautious, Cautious Higher Equity, Income, Income Higher Equity, Balanced, Growth and Global Equity. For a detailed description of each portfolio and the assets they would typically invest in, please see the table on page 11.

Independently profiled

Each fund is assessed using well known industry profilers such as Defaqto, Distribution Technology, EValue, Morningstar, Finametrica and Synaptic. These operate as an independent check to make sure the funds are performing in line with the agreed and published risk ratings.

Outstanding value

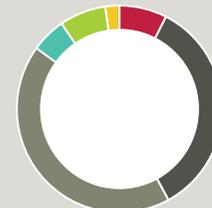
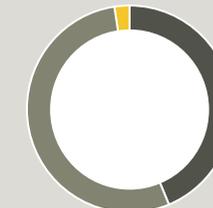
These funds offer outstanding value at an accessible, cost effective level. Please refer to the table on page 12 which shows the OCF for each portfolio.

Regularly reviewed and rebalanced

You can be sure your clients' money will be diversified across a wide selection of different investments that are reviewed and rebalanced monthly to ensure they continue to match their risk appetite and investment goals.



Risk warning – Past performance is not a reliable indicator of future results. The value of investments may go down as well as up. Taking income or withdrawals in excess of fund growth may result in the fund running out quicker than expected. Inflation will reduce how much the fund is worth in real terms and how much your income is worth over the years.

	Cautious	Cautious Higher Equity	Income	Income Higher Equity	Balanced	Growth	Global Equity																																																																																				
Client Suitability	For clients who are looking to maintain the real value of their investments against inflation but are sensitive to large negative movements. You are happy to accept a small degree of fluctuation in the value of your portfolio. As a result, your portfolio will hold a greater proportion in lower risk asset classes, such as cash, fixed income and alternatives, relative to the higher risk asset class of equities.	For clients who place an importance on preserving the real value of their investments against inflation. The portfolio is likely to be more evenly balanced between equities and fixed income investments. The amount invested in equities is such that the portfolio is likely to experience some market volatility in exchange for the potential of increased levels of return.	For clients who are looking to maintain the real value of their investments by achieving returns above inflation. Preserving the value of your investment remains important, but you are willing to accept short-term volatility to generate potentially higher long-term investment returns. The portfolio will be more evenly balanced between equities and the combined asset classes of cash, fixed interest, and alternatives.	For clients who are still looking to maintain the real value of their investments by achieving returns above inflation. You will be seeking higher returns and be willing to accept the associated risks of higher equity content. The portfolio will be balanced between equities and the combined asset classes of cash, fixed interest, and alternatives.	For clients who are prepared to have a greater proportion of their investment held in equities with the aim of achieving a higher investment return over the long-term. The greater allocation to equities means the portfolio may experience heightened levels of volatility over the investment term. The portfolio will typically include two thirds in equities whilst the remainder will be split between cash, fixed income and alternatives.	For clients who are seeking to generate higher investment returns through an increased exposure to equities to help achieve their long-term investment goals. The portfolio will typically have a very high proportion held in equities and very low levels of fixed income, cash and alternative asset classes. This is likely to lead to increased volatility in the overall value of the portfolio.	For clients who are looking to maximise their investment returns by having a portfolio invested almost entirely in equities. Significant levels of volatility and more frequent changes in the value of the investments can be expected, but you are willing to accept these risks to achieve your investment goals.																																																																																				
Typical Asset Allocation	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>43.5%</td></tr> <tr><td>Equities - UK</td><td>13%</td></tr> <tr><td>Equities - Int.</td><td>12%</td></tr> <tr><td>Commercial Property</td><td>10.5%</td></tr> <tr><td>Alternatives</td><td>16%</td></tr> <tr><td>Cash</td><td>5%</td></tr> </table>	Bonds	43.5%	Equities - UK	13%	Equities - Int.	12%	Commercial Property	10.5%	Alternatives	16%	Cash	5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>40%</td></tr> <tr><td>Equities - UK</td><td>17.5%</td></tr> <tr><td>Equities - Int.</td><td>15%</td></tr> <tr><td>Commercial Property</td><td>5%</td></tr> <tr><td>Alternatives</td><td>17.5%</td></tr> <tr><td>Cash</td><td>5%</td></tr> </table>	Bonds	40%	Equities - UK	17.5%	Equities - Int.	15%	Commercial Property	5%	Alternatives	17.5%	Cash	5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>28.5%</td></tr> <tr><td>Equities - UK</td><td>23.5%</td></tr> <tr><td>Equities - Int.</td><td>21.5%</td></tr> <tr><td>Commercial Property</td><td>8.5%</td></tr> <tr><td>Alternatives</td><td>13%</td></tr> <tr><td>Cash</td><td>5%</td></tr> </table>	Bonds	28.5%	Equities - UK	23.5%	Equities - Int.	21.5%	Commercial Property	8.5%	Alternatives	13%	Cash	5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>25.0%</td></tr> <tr><td>Equities - UK</td><td>27.5%</td></tr> <tr><td>Equities - Int.</td><td>25%</td></tr> <tr><td>Commercial Property</td><td>5%</td></tr> <tr><td>Alternatives</td><td>12.5%</td></tr> <tr><td>Cash</td><td>5%</td></tr> </table>	Bonds	25.0%	Equities - UK	27.5%	Equities - Int.	25%	Commercial Property	5%	Alternatives	12.5%	Cash	5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>17.5%</td></tr> <tr><td>Equities - UK</td><td>30%</td></tr> <tr><td>Equities - Int.</td><td>32.5%</td></tr> <tr><td>Commercial Property</td><td>5%</td></tr> <tr><td>Alternatives</td><td>10%</td></tr> <tr><td>Cash</td><td>5%</td></tr> </table>	Bonds	17.5%	Equities - UK	30%	Equities - Int.	32.5%	Commercial Property	5%	Alternatives	10%	Cash	5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>7.5%</td></tr> <tr><td>Equities - UK</td><td>35%</td></tr> <tr><td>Equities - Int.</td><td>42.5%</td></tr> <tr><td>Commercial Property</td><td>5%</td></tr> <tr><td>Alternatives</td><td>7.5%</td></tr> <tr><td>Cash</td><td>2.5%</td></tr> </table>	Bonds	7.5%	Equities - UK	35%	Equities - Int.	42.5%	Commercial Property	5%	Alternatives	7.5%	Cash	2.5%	 <p>Benchmark</p> <table border="1"> <tr><td>Bonds</td><td>0%</td></tr> <tr><td>Equities - UK</td><td>44%</td></tr> <tr><td>Equities - Int.</td><td>53.5%</td></tr> <tr><td>Commercial Property</td><td>0%</td></tr> <tr><td>Alternatives</td><td>0%</td></tr> <tr><td>Cash</td><td>2.5%</td></tr> </table>	Bonds	0%	Equities - UK	44%	Equities - Int.	53.5%	Commercial Property	0%	Alternatives	0%	Cash	2.5%
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The Canlife Brewin Dolphin fund range

Fund name	ISIN	OCF
Active Funds		
Canlife Brewin Dolphin Cautious Portfolio	GB00BFV9HM17	0.65%
Canlife Brewin Dolphin Cautious Higher Equity Portfolio	GB00BFV9HN24	0.67%
Canlife Brewin Dolphin Income Portfolio	GB00BFV9HP48	0.68%
Canlife Brewin Dolphin Income Higher Equity Portfolio	GB00BFV9HQ54	0.68%
Canlife Brewin Dolphin Balanced Portfolio	GB00BFV9HR61	0.67%
Canlife Brewin Dolphin Growth Portfolio	GB00BFV9HS78	0.68%
Canlife Brewin Dolphin Global Equity Portfolio	GB00BFV9HT85	0.68%
Passive Funds		
Canlife Brewin Dolphin Passive Plus Cautious Portfolio	GB00BFV9HV08	0.43%
Canlife Brewin Dolphin Passive Plus Cautious Higher Equity Portfolio	GB00BFV9HW15	0.43%
Canlife Brewin Dolphin Passive Plus Income Portfolio	GB00BFV9HX22	0.41%
Canlife Brewin Dolphin Passive Plus Income Higher Equity Portfolio	GB00BFV9HY39	0.38%
Canlife Brewin Dolphin Passive Plus Balanced Portfolio	GB00BFV9HZ46	0.35%
Canlife Brewin Dolphin Passive Plus Growth Portfolio	GB00BFV9J037	0.33%
Canlife Brewin Dolphin Passive Plus Global Equity Portfolio	GB00BFV9J144	0.29%

Benefits of The Retirement Account

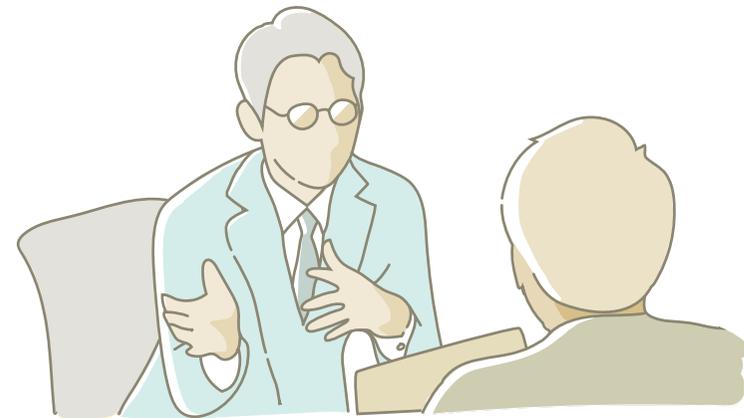
The flexibility of The Retirement Account means you have greater control over your clients' investments than if they are held on a platform, and because you can manage accumulation and decumulation in one place, it offers great value for money and less administration.

The Retirement Account enables you and your clients to:

- + Blend more than one fund from the range of Canlife Brewin Dolphin Funds or blend them with funds from within the other three ranges available within The Retirement Account.
- + Invest in these funds alongside a guaranteed income, by incorporating a Guaranteed Annuity.
- + Use different investment strategies for funds being used to take an income, and those still invested for growth.
- + Draw income, reinvest it, or hold it as cash until needed.
- + Benefit from a simple charging structure that applies regardless of funds chosen.

And as an adviser, you can benefit from:

- + Our model portfolio manager tool where you can create, amend and close model portfolios. You can easily add or remove clients to/from the models and perform ad-hoc rebalances or set up regular auto rebalances for individual clients.
- + Avoiding saturation risk that comes with over investing in platforms.
- + The financial strength of Canada Life versus many platforms.



An investment choice that puts you in control

The Core Range

What is it?

The Core Range draws on the expertise of Canada Life Asset Management to offer a simple, low-cost, set of insured multi-asset funds utilising both passive and active management styles that can align to a variety of risk profiles.

To provide choice and flexibility to blend across different fund managers, the Core Range also includes 14 exclusive insured funds designed to give access to the investment expertise of Brewin Dolphin.

Why use the Core Range?

- A low-cost, time-efficient solution
- Simple options to suit nearly all clients with straightforward needs
- Clear, logical structure so it's easy to make the right choice
- Choice and flexibility to blend across different fund management expertise



The Governed Range

What is it?

The Governed Range is made up of a broad selection of well-researched single & multi-asset insured funds from established asset managers, ranging from specialist boutiques to leading global investment houses, all selected and governed in conjunction with external specialists Square Mile Investment Consulting and Research.

Why use the Governed Range?

- A wider range of 'best in class' funds from established investment houses at competitive cost
- An extra layer of confidence because funds are selected and assessed continuously through a robust governance process



The Extended Range

What is it?

The Extended Range has been created to offer choice and exposure across all investment sectors and markets through direct access to collective investments.

Why use the Extended Range?

- For ultimate flexibility to select from a platform-style fund range where you can build investment strategies that align to your own model portfolios or centralised investment propositions
- Extensive exposure to investment sectors and markets through direct investment in OEICS and Unit Trusts

Contact us

Interested in The Retirement Account for your clients? Our sales team will be happy to support you further either over the phone or face to face.

You can also speak to our technical support team at any time and access sales aids, client brochures and video guides at www.canadalife.co.uk/adviser/retirementaccount

Call us

0800 912 9945



Lines are open Monday
to Friday from 9am to 5pm

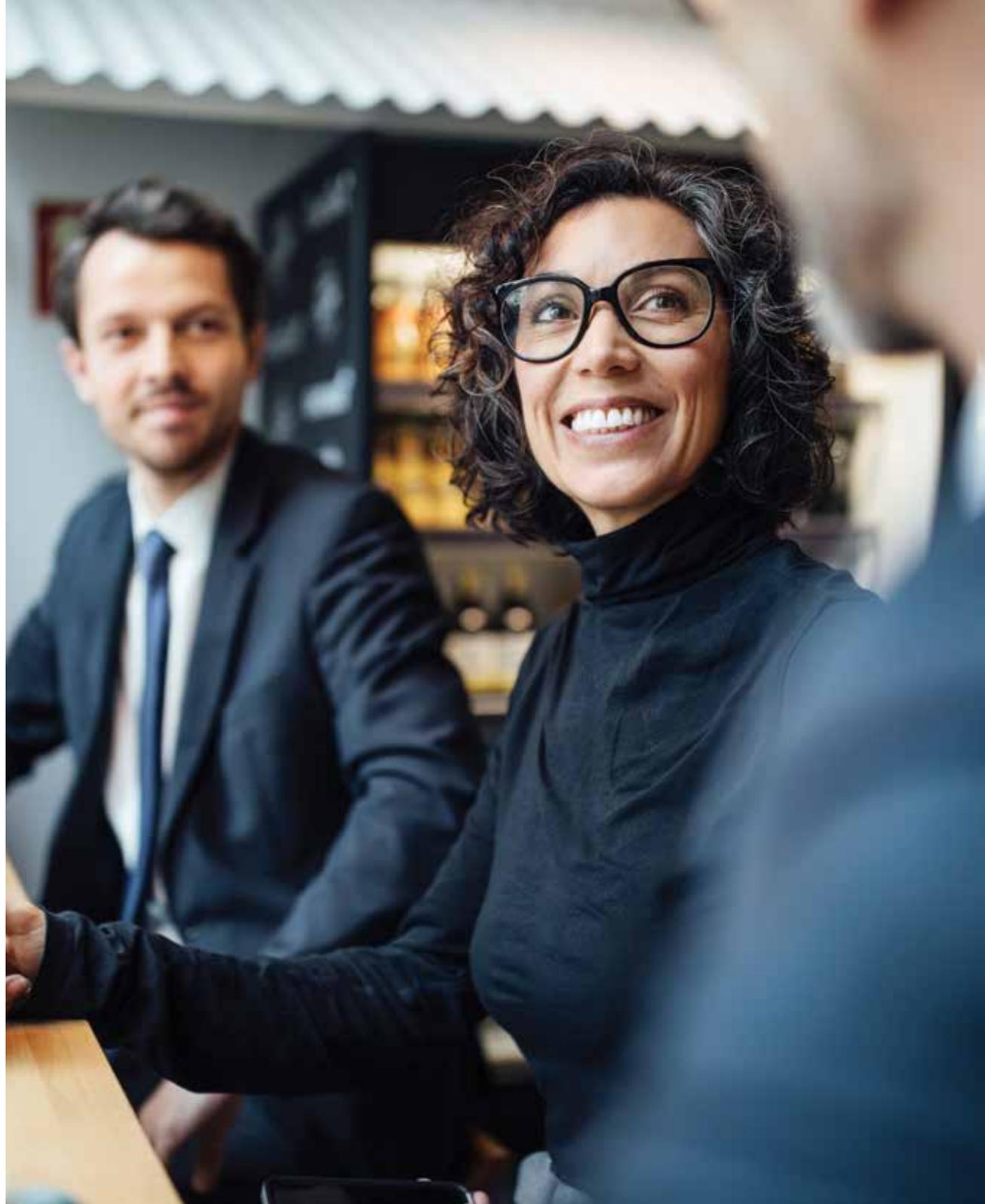
By email

sales.ra@canada-life.co.uk



Online

www.canadalife.co.uk/adviser



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