

The 2022-23 Retirement Handbook

Retirement: Five storylines

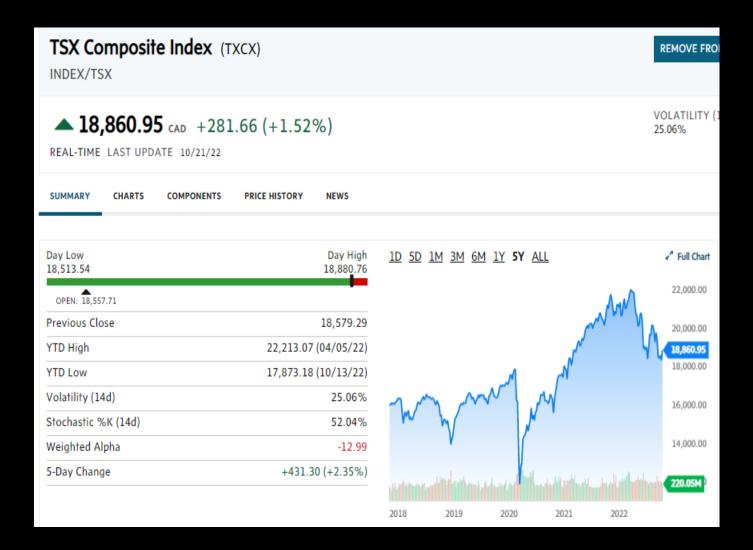
Stocks and bonds both hammered

Inflation near 40-year highs

Recession looming

Housing shaky

A new normal, post-pandemic



Stocks in retreat

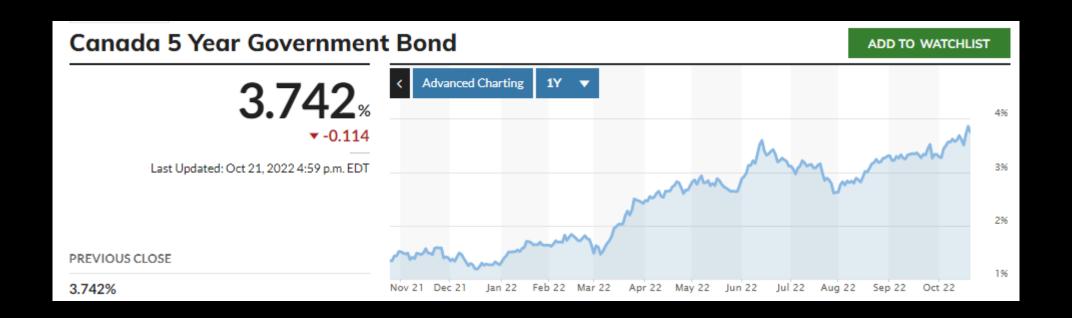
Fortis Inc (FTS-T) REMOVE FROM WA TSX VOLUME **▲ 51.26** cad +0.88 (+1.75%) 1,780,650 REAL-TIME LAST UPDATE 16:00 ET SUMMARY CHARTS PROFILE FINANCIALS STATISTICS DIVIDENDS PRICE HISTORY ANALYST ESTIMATES INSIDERS NEWS Day Low Day High Full Chart 1D 5D 1M 3M 6M 1Y 5Y ALL 50.21 51.57 66.00 OPEN: 50.41 64.00 50.38 Previous Close 62.00 52-Week High/Low 65.26 - 48.45 60.00 Volume 1,780,650 58.00 Average Volume 1,795,429 56.00 Price/Earnings (TTM) 19.42 54.00 Forward Annual Dividend & Yield 2.26 (4.41%) Market Capitalization, \$M 24,538 +0.99 (+1.97%) 5-Day Change Jul '22 Sep '22 May '22

Dividend stocks, too

Ishares Core CDN Universe Bond ETF (XBB-T) REMOVE FROM TSX VOLUME **△ 26.41** cad +0.05 (+0.19%) 253,129 REAL-TIME LAST UPDATE 16:23 ET SUMMARY CHARTS **PROFILE** DIVIDENDS PRICE HISTORY NEWS Day Low Day High 1D 5D 1M 3M 6M 1Y 5Y ALL Full Chart 26.21 26.44 32.00 PEN: 26.21 26.36 Previous Close 31.00 52-Week High/Low 31.93 - 26.21 30.00 Volume 253,129 29.00 Average Volume 210,789 Volatility (14d) 8.11% 28.00 Trailing Annual Rate & Yield 0.79 (3.00%) AUM (Mln) 4,421 M -0.34 (-1.27%) 5-Day Change w '21 Feb '22 Aug '22 May '22

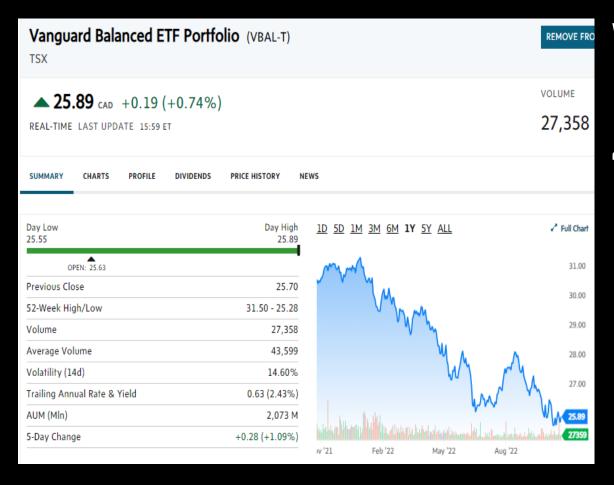
Bonds: Shockingly bad

Bonds: Prices falling, yields rising

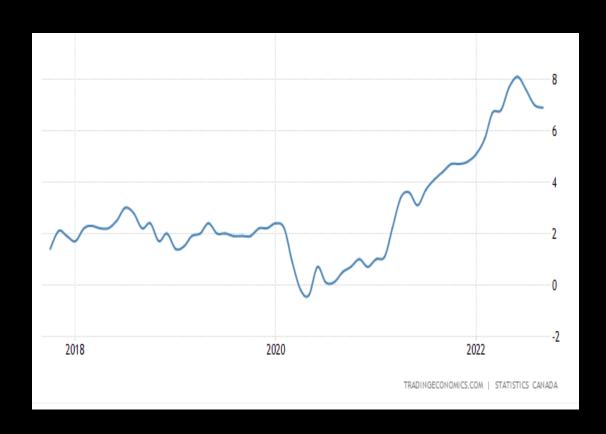


Bank / Credit Union name	Updated	1-year	2-year	3-year	4-year	5-year
Tangerine Bank	Oct 21	4.85	4.70	5.10	4.80	5.20
Wealth One Bank of Canada	Oct 21	4.68	4.88	5.08	5.08	5.18
MAXA Financial	Oct 21	4.20	4.40	4.60	4.85	5.10
Ideal Savings	Oct 21	4.25	4.45	4.55	4.80	5.05
Achieva Financial	Oct 21	4.30	4.50	4.65	4.80	5.00
LBC Digital	Oct 21	4.70	4.75	4.75	4.75	5.00
AcceleRate Financial	Oct 21	4.40	4.40	4.55	4.75	5.00
Hubert Financial	Oct 21	4.40	4.40	4.55	4.75	5.00
Outlook Financial	Oct 21	4.10	4.30	4.50	4.75	5.00
Canadian Tire Bank	Oct 21	3.55	4.00	4.10	4.15	4.91
Motive Financial	Oct 21	4.60	4.70	4.70	4.72	4.85
motusbank	Oct 21	4.70	4.60	4.65	4.70	4.85
Wyth Financial	Oct 21	4.55	4.65	4.70	4.70	4.80
Meridian Credit Union	Oct 21	4.50	4.60	4.65	4.70	4.80
Saven Financial	Oct 21	4.40	4.85	4.65	4.70	4.75
EQ Bank	Oct 21	4.65	4.70	4.70	4.70	4.70
Oaken Financial	Oct 21	4.70	4.50	4.50	4.50	4.65

Cautious investing looks better and better



What's happening with balanced portfolios (60-40)? Nothing good



Has inflation stopped inflating?

Residential price Canada \$900,000 \$800,000 \$700,000 \$600,000 \$500,000 \$400,000 \$300,000 \$200,000 2002 Jan MLS® HPI Aggregate Composite Benchmark† * Actual (not seasonally adjusted) † Seasonally adjusted Source: The Canadian Real Estate Association

Home prices in decline

ASSUMPTIONS

5. GUIDELINES FOR 2022

YMPE, MPE growth rate or salary

Probability of Survival

Inflation rate

The Projection Assumption Guidelines for 2022 are the following:

b) Return rates ²¹	
Short-term:	2.3%
Fixed-income:	2.8%
Canadian equities:	6.3%
Foreign developed market equities	6.6%
Emerging market equities	7.7%
c) Borrowing rate	4.3%

Note that the administrative and investment management fees paid by clients both for products and advice must be subtracted to obtain the net return.

2.1%

3.1% (inflation + 1%)

See table in 4 e)

What to expect for the long term

What to expect in the near term

Recession seems inevitable

No more CERB, no matter what comes

Financial challenges for young adults

Housing markets follow local trends

The retired investor's toolkit

New
retirement
products –
VRIF, Purpose
Longevity
Pension Fund

Asset allocation ETFs

Traditional advice

Fee-forservice planners