



Quadrus Investment Services Ltd.

## **Quadrus introduces automatic rebalancing of mutual funds across a portfolio with its new Fusion investment program**

LONDON, ONT. July 8, 2005 . . . In what it believes is an industry first in the Canadian marketplace, Quadrus Investment Services Ltd. has introduced automatic rebalancing of mutual funds across an entire portfolio with its new Fusion investment program.

“Investment representatives have often asked us to make it easier to build portfolios with mutual funds, and to provide simple yet sophisticated solutions for their affluent clients. We have achieved this by introducing the first investment program in Canada to automatically rebalance a client’s portfolio across any mutual funds they hold with Quadrus,” says Alf Goodall, vice-president, marketing for Quadrus.

Manual portfolio rebalancing can be time-consuming and costly for investment representatives, but it’s appropriate at least annually because it helps keep clients suitably invested regardless of market conditions.

There are no fees attached to the Fusion program itself; clients pay only the regular fees associated with mutual funds as outlined in the funds’ simplified prospectus. Model portfolios can be built using six new tax-advantaged funds offered through the Quadrus Group of Funds; however, the program is open to the thousands of mutual funds available through Quadrus.

The six new tax-advantaged funds are engineered to minimize expected risk with multi-managers on each of the equity funds. The funds are available for sale as of July 8. They are: Quadrus Cash Management Corporate Class, Quadrus Fixed Income Corporate Class, Quadrus Canadian Equity Corporate Class, Quadrus Canadian Specialty Corporate Class, Quadrus US and International Equity Corporate Class and Quadrus US and International Specialty Corporate Class.

The funds give clients access to diversified portfolios sub-advised by leading investment managers including GWL Investment Management Ltd., London Life Investment Management Ltd., Laketon Investment Management Ltd., UBS Global Asset Management (Canada) Co., Fidelity Investments, Mackenzie Financial Corporation, Franklin Templeton Investments Corp., and AIM Funds Management Inc. These funds are also available to Quadrus clients outside the Fusion program.

Another key Fusion innovation is the option to link personal rate of return reporting to the goals the client set out at the planning stage. “It’s a more personally meaningful benchmark than the market or other external factors,” Goodall says.

One of Fusion's main attractions for clients and representatives is its flexibility. Portfolios can be fully customized with an almost endless number of model portfolios built on the efficient frontier to fill specific client wants or needs. Clients can choose to opt out of some of the program's features.

Quadrus Investment Services Ltd. is one of the largest mutual fund dealers in Canada with more than 3,400 registered investment representatives. Quadrus is wholly owned by London Life Insurance Company and affiliated with The Great-West Life Assurance Company.

Please read the prospectus of the mutual funds in which investments may be made under the Fusion program before investing. Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments and the use of an asset allocation service. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.

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