



Richardson GMP earns top ranking in supporting high net worth clients

For the second consecutive year, Richardson GMP Limited has been awarded top overall ranking (9.2) by advisors in the 2011 Investment Executive (IE) Brokerage Report Card. The highly regarded annual IE: Brokerage Report Card asks advisors to evaluate their firms, whether bank-owned, independent or boutique, in categories such as advisor autonomy, quality of product offering and overall support for high net worth clients.

“These results confirm to the industry that the firm is delivering on its promise to provide our advisors with the depth of resources and autonomy to deliver the best results for clients,” said Andrew Marsh, CEO, Richardson GMP. “We are grateful to our advisors and celebrate the rare entrepreneurial partnership culture that is attracting highly qualified advisors and portfolio managers who want more control over their practices and how they serve clients.”

“We are proud of the depth of expertise amongst our advisors that is unparalleled in the industry,” continued Marsh. “As we celebrate our success, we must remain forward looking and embrace new technologies and solutions that will solidify our leadership position in serving the growing and changing needs of our advisors and clients.”

About Richardson GMP

Richardson GMP Limited, Canada's largest independent wealth management firm, provides exclusive and innovative investment services to successful families and entrepreneurs. Richardson GMP Limited is a member of the Canadian Investor Protection Fund with offices located in Victoria, Sidney, Vancouver, Banff, Edmonton, Red Deer, Calgary, Saskatoon, Winnipeg, Guelph, Mississauga, Toronto, Ottawa, Montreal and Charlottetown.

Richardson GMP has earned top overall ranking in the 2010 and 2011 Investment Executive Brokerage Report Card, for products and services dedicated to high net worth investors. For more information, please visit www.richardsongmp.com.

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Richardson GMP received the top score in 19 of 36 categories, including a perfect mark of 10 for the advisor's freedom to make objective product choices.

Richardson GMP also excels beyond the industry standard in its commitment to supporting the distinct wealth management needs of successful families and entrepreneurs including:

- Product and support for high net worth clients **9.5**_{/10}
- Support for wills and estate planning **9.4**_{/10}
- Support for tax planning **9.4**_{/10}
- Support for developing a financial plan for clients **9.3**_{/10}
- Support for discretionary portfolio management **9.8**_{/10}
- IPOs & new issues **9.4**_{/10}
- Firm's due diligence process for new products **9.2**_{/10}
- Quality of firm's product offering **9.5**_{/10}

See reverse for full report

2011 BROKERAGE REPORT CARD

How advisors rated their firms

	BOUQUETS		REGIONAL INDEPENDENTS			NATIONAL INDEPENDENTS					BANK-OWNED INVESTMENT DEALERS					TD Waterhouse PIA	Performance average	Importance average
	Richardson GMP	Wellington West	Leede Financial	Odium Brown	Canaccord Financial	Edward Jones	Macquarie Private Wealth	Raymond James	BMO Nesbitt Burns	CIBC Wood Gundy	National Bank Financial	RBC DS	Scotiabank McLeod					
Firm's total compensation	9.0	9.1	9.5	8.9	8.1	8.7	9.3	8.5	7.3	7.7	7.8	8.0	7.6	7.6	8.4	9.1		
Technology tools & advisor desktop	9.0	8.4	8.2	7.2	8.2	8.5	8.5	8.1	8.3	7.8	7.3	7.7	5.6	5.6	7.7	8.9		
Support for mobile technology & the mobile advisor	9.6	8.4	8.9	7.6	8.5	7.7	8.6	8.8	N/A	7.2	7.8	7.8	7.3	7.1	8.1	7.7		
Back office & administrative support	8.7	8.9	9.2	9.0	7.5	8.6	8.7	8.6	7.4	7.9	7.7	7.8	7.0	6.4	8.1	9.0		
Firm's consumer website	8.4	8.2	7.5	6.8	7.3	8.0	8.7	8.1	7.3	7.5	7.0	7.9	6.7	6.9	7.6	7.6		
Firm's consumer advertising	N/A	7.4	5.8	7.3	4.5	7.1	8.4	6.6	5.1	7.4	4.8	5.7	5.1	7.4	6.3	7.3		
Firm's marketing support for advisor's practice	9.2	8.7	7.7	7.4	6.6	7.0	9.6	7.9	6.3	6.6	6.6	7.7	7.1	6.5	7.5	8.1		
Client account statements	8.0	7.9	8.2	8.2	6.9	8.7	8.0	8.2	7.5	7.4	7.2	7.5	6.5	6.5	7.6	8.6		
Online account access for clients	9.4	9.1	8.8	8.7	8.5	8.4	8.7	9.0	8.5	8.5	8.0	8.7	8.3	8.6	8.6	8.5		
Ongoing training	9.0	8.4	7.1	7.0	8.3	9.0	8.9	8.0	7.7	7.8	7.5	8.3	7.5	7.6	8.0	7.8		
Your branch manager	9.2	7.8	8.6	7.5	8.0	N/A	8.0	8.5	8.0	8.2	7.7	8.5	7.9	8.0	8.1	8.4		
Products & support for high net-worth clients	9.5	8.9	8.2	7.8	7.3	8.0	8.2	8.0	7.8	8.0	7.6	9.0	7.5	7.1	8.1	8.6		
Support for wills and estate planning	9.4	N/A	N/A	8.1	7.9	7.8	N/C	8.0	7.4	7.8	7.0	8.9	7.7	7.8	8.0	7.9		
Support for tax planning	9.4	N/A	N/A	8.6	7.2	N/C	N/C	6.6	7.2	8.4	7.2	8.9	6.3	6.8	7.7	7.7		
Support for insurance planning	8.9	N/A	8.1	8.4	7.9	8.3	8.1	8.4	7.8	8.2	6.6	8.5	8.2	8.0	8.1	7.8		
Support for helping clients accumulate assets for retirement	9.5	8.9	7.6	8.3	7.1	9.2	7.8	8.1	7.9	8.4	7.8	8.6	7.5	7.7	8.2	8.3		
Support for helping clients plan for post-retirement income	9.4	8.9	7.3	8.5	7.1	9.1	7.8	8.0	7.9	8.4	7.7	8.5	7.3	7.5	8.1	8.3		
Support for discretionary portfolio management	9.8	9.1	N/A	6.6	N/C	N/A	N/C	N/C	N/C	8.2	8.4	N/C	N/C	N/C	8.4	8.9		
Support for developing a financial plan for clients	9.3	7.7	N/C	7.9	6.8	8.8	6.9	7.9	7.9	7.8	7.6	8.7	7.7	8.0	7.9	8.4		
Firm's succession program for advisors	9.0	8.5	N/C	8.2	8.3	7.6	8.7	8.4	7.5	7.9	7.5	8.1	6.9	7.3	8.0	8.2		
IPOs & new issues	9.4	8.8	8.2	N/A	8.7	N/A	8.6	7.6	7.8	8.1	7.2	8.0	7.5	6.8	8.1	7.4		
Quality of equities research	9.0	9.1	N/A	8.0	8.7	8.1	9.5	8.6	8.9	7.8	7.2	8.5	7.3	7.4	8.3	8.5		
Quality of mutual fund research	N/C	7.9	N/A	N/A	4.9	8.3	7.5	8.1	8.4	7.4	6.4	7.9	7.8	7.0	7.4	6.9		
Availability of fixed-income products	8.4	9.0	8.9	7.9	6.9	8.4	9.0	8.1	7.8	8.0	7.3	8.4	7.7	7.2	8.1	8.3		
Pricing of fixed-income products	8.9	9.0	9.0	9.0	6.6	8.7	8.9	8.2	7.6	7.4	6.8	8.3	7.3	6.9	8.0	8.5		
Firm's due diligence process for new products	9.2	9.1	8.7	8.6	8.3	9.2	9.1	8.2	7.7	8.0	7.8	8.6	7.7	7.7	8.4	8.4		
Quality of firm's product offering	9.5	9.3	8.3	8.6	8.6	8.8	9.1	8.7	8.6	8.6	8.4	9.1	8.4	8.0	8.7	9.1		
Firm's stability	9.4	9.5	9.7	9.8	8.8	9.2	9.9	9.0	8.7	8.8	8.7	9.9	8.8	9.2	9.2	9.5		
Firm's strategic focus	9.5	9.2	9.1	8.9	8.0	8.8	9.8	8.5	7.6	8.3	7.6	9.0	8.0	8.0	8.6	8.9		
Firm's corporate culture	9.5	9.5	9.6	9.0	7.9	8.8	9.7	8.4	7.8	8.1	7.8	8.8	8.4	8.0	8.7	8.9		
Firm's diversity & inclusion strategy	8.8	9.6	N/A	N/A	8.5	9.2	9.5	9.0	7.9	8.8	N/A	8.6	8.2	8.7	8.8	7.3		
Firm's image with the public	8.9	8.8	8.4	9.4	6.9	9.0	8.7	7.8	7.5	8.1	7.2	9.1	8.2	8.9	8.4	9.1		
Firm's ethics	9.7	9.6	9.8	9.8	8.8	9.5	9.8	9.1	8.9	9.0	8.8	9.2	8.8	8.9	9.3	9.6		
Advisor's relationship with compliance department	9.8	9.3	9.4	9.3	9.1	9.3	9.4	9.3	8.8	8.8	8.3	9.0	9.2	8.5	9.1	9.1		
Freedom to make objective product choices	10.0	9.8	9.9	9.5	9.7	8.9	9.9	9.7	9.5	9.5	9.0	9.6	9.3	8.7	9.5	9.7		
Firm's delivery on promises	8.8	9.0	9.8	9.3	8.5	8.7	9.5	9.0	8.1	8.1	8.2	8.8	8.0	6.9	8.6	9.3		
IE RATING (AVERAGE OF ALL CATEGORIES)	9.2	8.8	8.5	8.3	7.7	8.5	8.8	8.3	7.8	8.1	7.5	8.5	7.6	7.6	8.2	8.2		
Overall rating by advisors	9.4	9.2	9.5	9.0	8.4	8.8	9.3	8.7	8.1	8.2	8.2	8.8	7.9	7.8	8.7	8.7		

ALL SCORES ARE BASED ON A SCALE OF 0 TO 10. A BOLD NUMBER INDICATES THE COMPANY PLACED FIRST IN THAT CATEGORY IN THE REPORT CARD. COMPANIES CAN BE TIED. NO EXTRA POINTS ARE AWARDED FOR A FIRST-PLACE POSITION. NUMBERS IN GREEN INDICATE A SCORE HAS INCREASED BY AT LEAST 0.5 OF A POINT FROM LAST YEAR. NUMBERS IN RED INDICATE A SCORE HAS DECREASED BY AT LEAST 0.5 OF A POINT FROM LAST YEAR. THE "PERFORMANCE AVERAGE" TALLIES ALL THE SCORES IN A GIVEN CATEGORY AND AVERAGES THEM TOGETHER. YOU CAN CHECK TO SEE IF A COMPANY IS ABOVE OR BELOW THE AVERAGE. THE "IMPORTANCE AVERAGE" TALLIES ALL THE IMPORTANCE SCORES IN A GIVEN CATEGORY AND AVERAGES THEM TOGETHER. IT IS INTENDED TO MEASURE HOW IMPORTANT ADVISORS THINK A REPORT CARD CATEGORY IS TO THEIR BUSINESSES. THE "IE RATING" IS AN AVERAGE OF ALL OF A COMPANY'S CATEGORY SCORES, EXCLUDING THE "OVERALL RATING BY ADVISORS".

THE "OVERALL RATING BY ADVISORS" IS THE RATING ADVISORS GAVE THEIR FIRM AS A WHOLE. N/A MEANS A CATEGORY DOES NOT APPLY TO A COMPANY; N/C MEANS THE CATEGORY IS NOT CALCULABLE AS NOT ENOUGH ADVISORS RATED IT TO BE A REASONABLE SAMPLE. SOURCE: INVESTMENT EXECUTIVE RESEARCH

INVESTMENT EXECUTIVE CHART