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## Morningstar Solutions for RBC Affiliates

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Morningstar software helps advisors work effectively while building connections with clients. Delivering high-quality data and research on a full range of investments, it equips them with easy-to-use tools that streamline investment research, portfolio analysis, and reporting. Advisors use our software to generate well-recognized Morningstar reports and custom materials featuring our data to help present convincing recommendations to clients and prospects. Morningstar makes three online platforms available to financial professionals who clear through RBC—Morningstar<sup>®</sup> Advisor Workstation,<sup>SM</sup> Morningstar Office,<sup>SM</sup> and Morningstar Direct.<sup>SM</sup>



# Morningstar® Advisor Workstation<sup>SM</sup>



Morningstar® Advisor Workstation<sup>SM</sup> helps advisors analyze client portfolios and create compelling reports in a few simple steps.

## Investment Research

To support the research process, Advisor Workstation combines high-quality data with in-depth reports to help advisors determine suitable investments for clients and prospects. With access to data on more than 100,000 investments, advisors can screen and rank open-end mutual funds, stocks, variable annuity/life subaccounts, exchange-traded funds, closed-end funds, separate accounts, unit investment trusts, and 529 college savings plans. After completing the screening, advisors can refine their security recommendations and share these with clients through Morningstar® Investment Detail™ reports.

## Portfolio Construction and Diagnostics

Advisor Workstation helps advisors quickly build, analyze, and monitor client portfolios. Three key reports —Morningstar® Portfolio Snapshot™, Morningstar® Stock Intersection™, and Morningstar® Portfolio X-Ray Report®—help uncover shortcomings in a portfolio and set the stage for advisors to make improvements.

## Hypothetical Illustrations

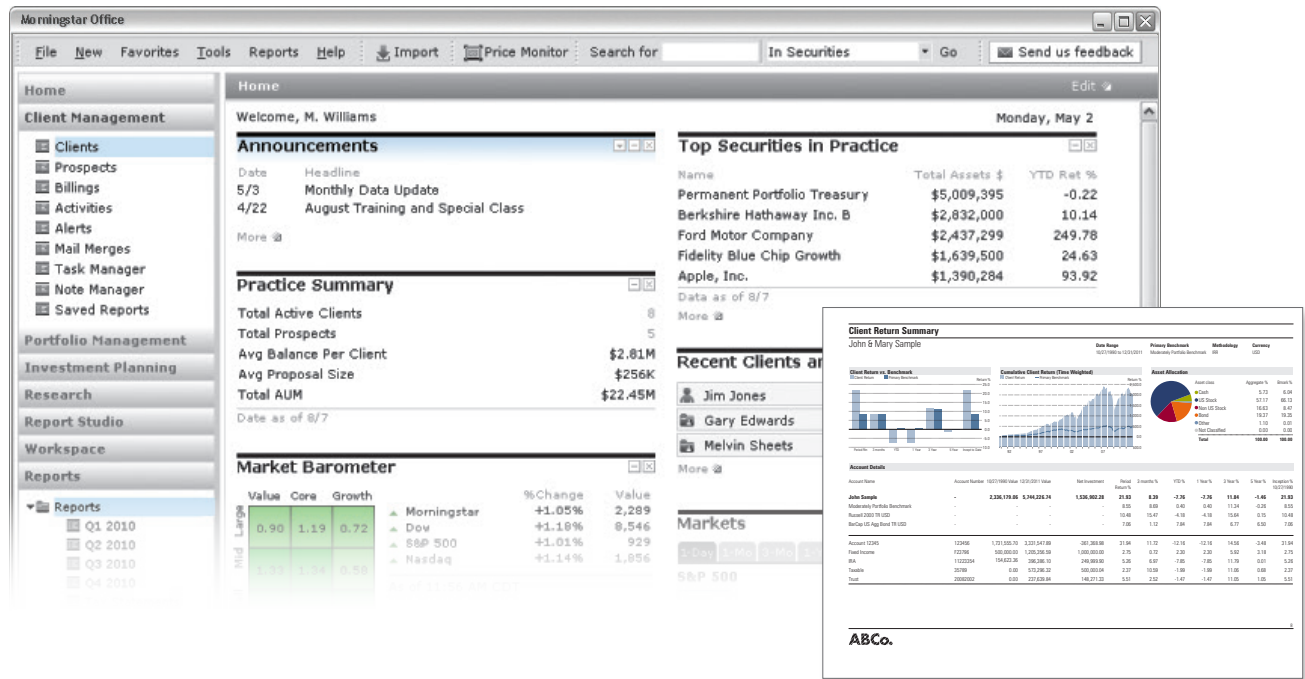
Through hypothetical sales illustrations, advisors can demonstrate how recommendations would have affected a client's wealth. Illustrations can include details such as investments, withdrawals, reinvestment of dividends, taxes, investment fees (reflecting real breakpoints), and

other charges to portray real-world scenarios. Advanced Monte Carlo simulation capabilities project future wealth based on client cash flow, tax burden, and time horizon. The underlying holdings in the Morningstar database make it possible to show performance within the context of asset allocation, sector weightings, and style diversification information.

**Learn more or request a trial**

Call: +1 888 445-6542

# Morningstar Office<sup>SM</sup>



Morningstar Office<sup>SM</sup> functions as a stand-alone practice management system for independent financial advisors. It includes the same capabilities as Advisor Workstation, plus support for portfolio management and more.

## Portfolio Management and Performance Reporting

Morningstar Office features a complete portfolio management system with transactional-based importing to help advisors aggregate all assets and accurately monitor client account performance. A batch reporting feature automatically generates PDF client reports for a single client or an entire practice, making it easy to print, email, or post them to Morningstar Office's secure Client Web Portal. All reports are archived for future access.

## Client Relationship Management

Built-in tools, such as the Client Web Portal, help advisors better serve clients and prospects. The Client Web Portal makes it easy to quickly and securely share important documents with clients anytime. It eliminates the painstaking process of printing, compiling, and mailing

reports—saving time and lowering the costs of client communication. Advisors can post a single report for a specific client request or use Morningstar Office's batch reporting feature to automatically generate and send a series of reports to different clients. It's also possible to share documents not generated within Morningstar Office, such as wills, tax forms, or newsletters.

## Morningstar<sup>®</sup> Back Office Services<sup>SM</sup>

Morningstar's Back Office Services team can help advisors import and reconcile transactional custodial files, automate account reconciliations, and convert client data from third-party systems. The service allows advisors to log in to Morningstar Office each morning and view up-to-date client data. Morningstar can also convert the data from other systems, importing a practice's entire transaction history with cost basis information. Conversions are available

for Advent Axis<sup>®</sup>, Advent Portfolio Exchange<sup>®</sup>, PortfolioCenter<sup>®</sup>, Principia<sup>®</sup>, and CAMS.

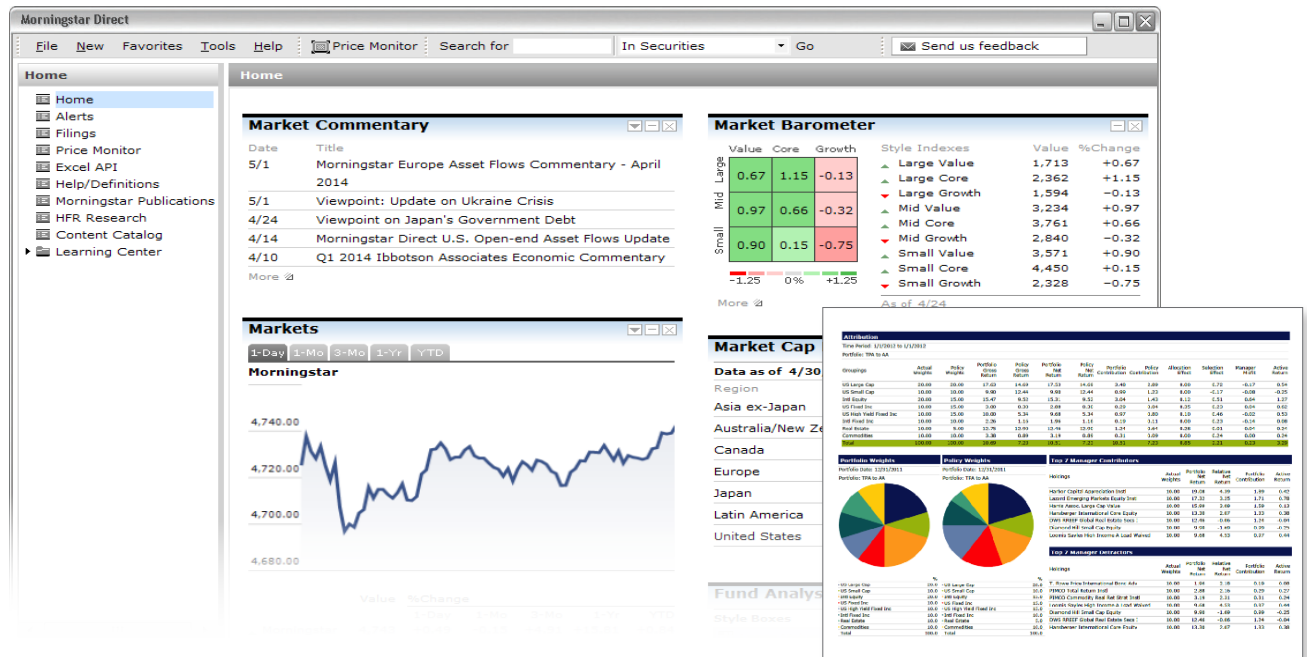
## Additional Data

Along with data for open-end mutual funds, stocks, variable annuity/life subaccounts, exchange-traded funds, closed-end funds, separate accounts, and 529 college savings plans, Morningstar Office includes data for offshore funds, hedge funds, and bonds.

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# Morningstar Direct<sup>SM</sup>



Morningstar Direct<sup>SM</sup> unites all of Morningstar's global data and institutional research, rigorous analytics, and productivity tools. It offers advanced investment research capabilities that helps advisors find meaning within data and communicate this information through customized reports and presentations.

## Manager Monitoring

The platform easily adapts to any manager selection process, helping advisors quickly create custom peer groups based on their own criteria, then evaluate those groups using quantitative analytics powered by Morningstar's holdings data. Advisors can automate the process of monitoring managers with the Investment Scorecard, which allows them to build point-weighted methodologies for classifying investments with custom scores and sorting them into select lists. When it's time to examine investment strategies, Morningstar Direct offers a deeper view through analyst research reports, SEC filings, user notes, and profiles of portfolio managers' careers.

## Attribution Analysis

Total portfolio attribution helps advisors evaluate the effects of decisions made at the portfolio level through easy-to-interpret

reports. Excess return can be segmented by region, sector, style, economic moat, market cap weightings, or security selection. Fees are isolated in the top-down analysis, helping identify the sources of active returns with a portfolio. Index options include a selection from the thousands of benchmarks available in Morningstar Direct, as well as user-defined peer groups.

## Custom Branded Reports

Presentation Studio within Morningstar Direct transforms investment strategies into branded communication materials. Creating customized fact sheets, presentations, and lineup reports is as simple as selecting data, adding logos, dropping in graphs, and formatting layouts. Advisors can select report components from a library of professionally designed charts, data tables, and graphs that quickly communicate complex investment information. Supporting data is drawn

directly from Morningstar's database, keeping all information accurate and timely throughout all materials. Available charts present data for single investments, comparisons of two investments, or an entire lineup.

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