



ETF-based mutual funds:

New building blocks for
modern portfolios



**“Everything should be made
as simple as possible, but
not simpler.”**

Often attributed to Albert Einstein

Today's agenda

Topic	What you'll learn
Why now	Why ETF-based mutual funds are gaining momentum and where the opportunity exists.
A new set of building blocks	How the new solutions fit across core, income, fixed income and diversification needs.
Putting it into practice	Practical ways to incorporate ETF-based mutual funds into client portfolios.
Resources and support	Tools and materials available to help support advisor conversations.





Section 1

Why ETF-based mutual funds, why now?

As investors become more fee-conscious, advisors need solutions that are easy to explain and straightforward to implement.

Why ETF-based mutual funds are gaining momentum

ETF-based mutual funds give you more flexibility when constructing portfolios without changing how you do business.



Rising fee awareness

CRM3 and greater transparency are encouraging investors to pay closer attention to investment costs.



Need for scalable solutions

Growing client expectations are increasing the need for efficient portfolio construction tools.



More portfolio choices

Advisors can access index, rules-based, active and alternative strategies through a single solution family.

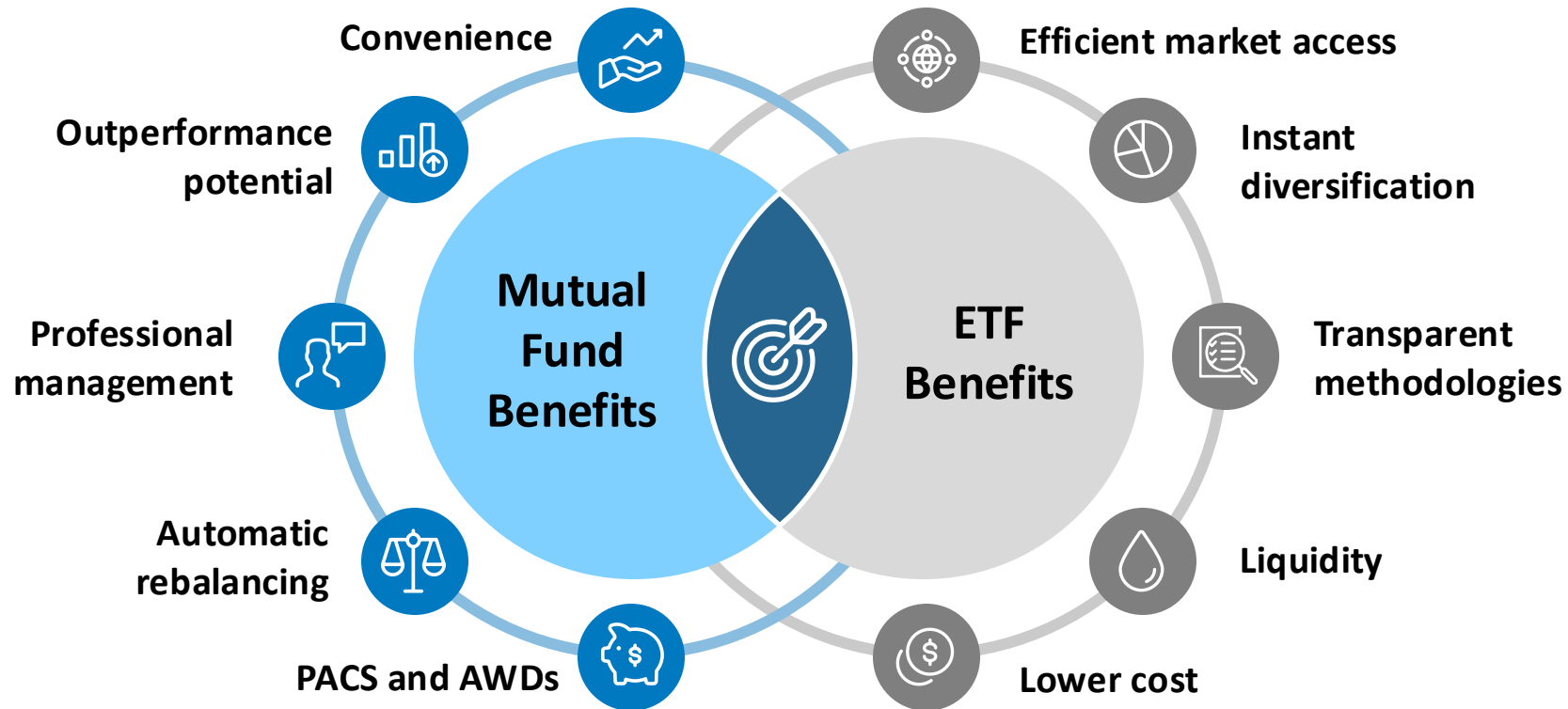


Growing ETF adoption

Investors are increasingly embracing ETF-based strategies across portfolio categories.

ETF-Based mutual funds combine the best of ETFs and mutual funds

ETF-based mutual funds combine the portfolio construction advantages of ETFs with the convenience and familiarity of the mutual fund structure.



The client benefits of lower costs

Lower investment costs don't just reduce expenses. They can help more of a client's money remain invested and working toward long-term goals.



More money stays invested

Lower fees leave a greater portion of portfolio returns available to compound over time



Small differences can add up

Even modest fee savings can create meaningful differences over an investor's long-term outcome.



Greater focus on planning

Lower-cost solutions can help advisors demonstrate value while remaining focused on client goals.

Lower-cost building blocks can help advisors deliver value while keeping client goals at the centre of the conversation.

How lower costs can help clients reach their goals sooner

Paying lower fees keeps more money invested and compounding:



\$8,271 in additional savings after 10 years

\$28,938 in additional savings after 20 years

\$75,954 in additional savings after 30 years

Savings lasting over 10 years longer

For illustrative purposes only. Graph shows two hypothetical portfolios with an initial investment of \$100,000 each and goal of reaching \$500,000 in 30 years. Portfolio A pays 0.5% less in fees each year, as compared to Portfolio B. Assumes an annual rate of return of 6% with no distributions and withdrawals of \$40,000 per year beginning in year 31.



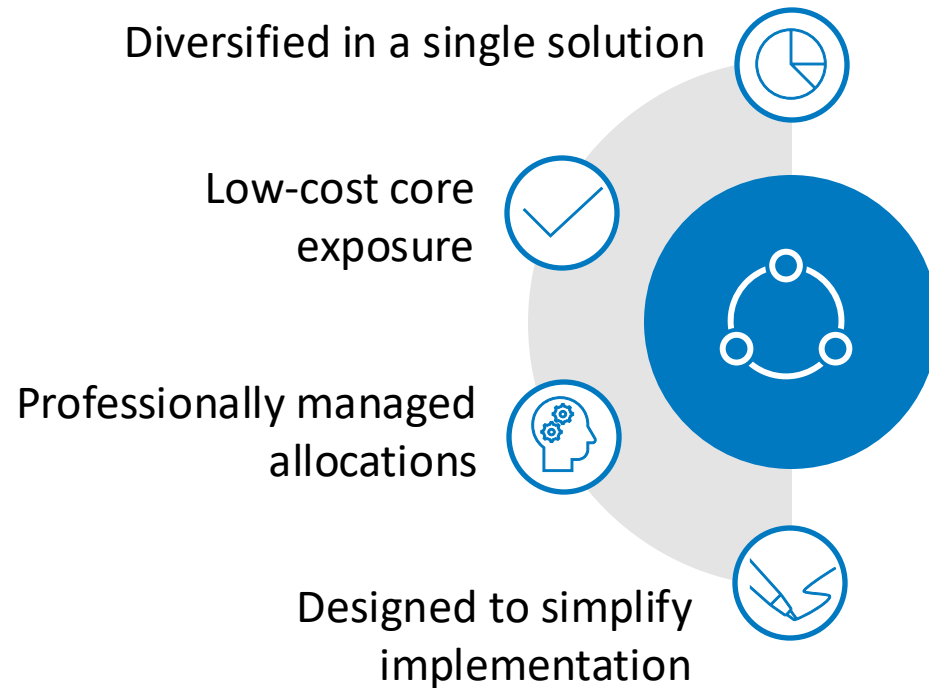
Section 2

A new set of building blocks

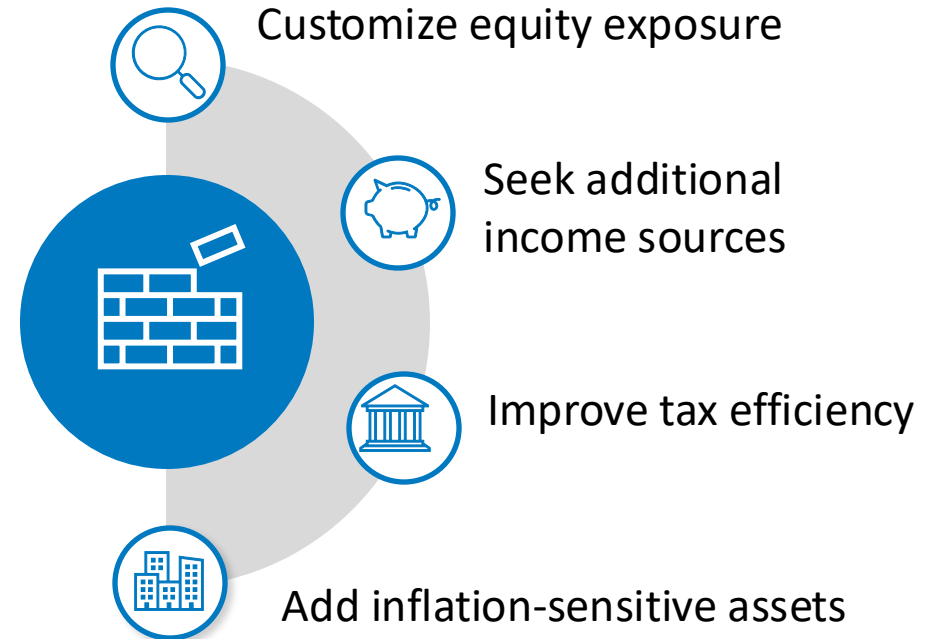
ETF-based mutual funds can help advisors build diversified portfolios more efficiently, while freeing up time for the conversations that matter most.

Two approaches. One portfolio construction toolkit.

Complete portfolio solutions



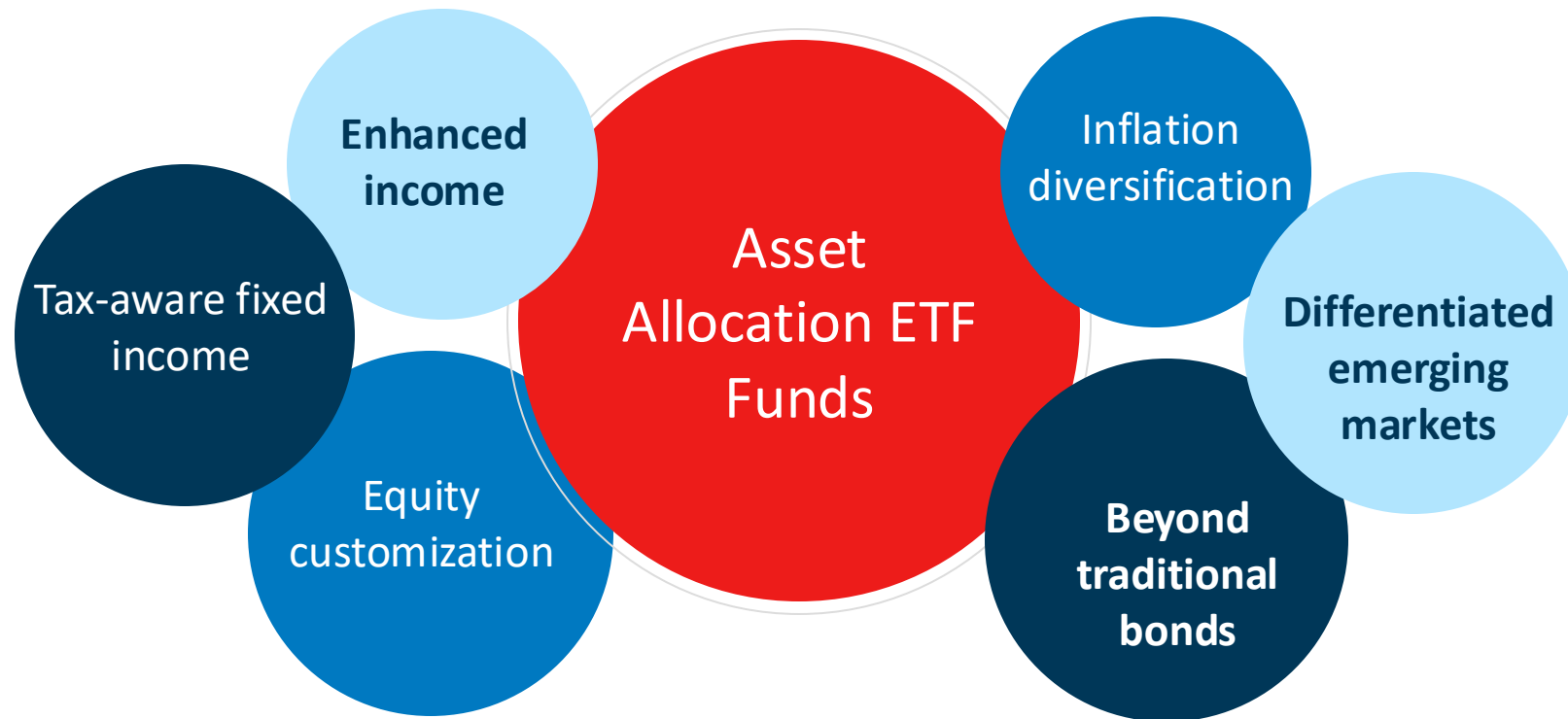
Portfolio building blocks



ETF-based mutual funds can be used as complete portfolio solutions or as targeted tools to customize portfolios around specific client needs.

Start with a core. Build around client needs.

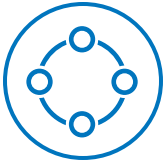
Asset Allocation ETF Funds can serve as a complete portfolio solution or as the foundation of a more customized portfolio built around specific client objectives.



The goal isn't necessarily to own more products. It's to combine broad diversification with targeted exposures where they can add value.

Complete portfolio solutions

Four professionally managed portfolios designed to support different investment objectives.



Proven approach – Built on BMO GAM's established Asset Allocation ETF platform.



More accessible – The Asset Allocation ETF approach is now available in a mutual fund structure.



Simplify portfolio construction – Core portfolio solutions spanning conservative to all-equity.

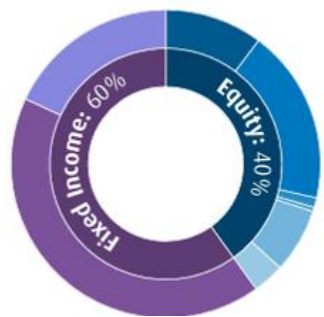
Fund name	Category	Risk	ETF
BMO Asset Allocation Conservative ETF Fund	Global Fixed Income Balanced	Low-Med	ZCON
BMO Asset Allocation Balanced ETF Fund	Global Neutral Balanced	Low-Med	ZBAL
BMO Asset Allocation Growth ETF Fund	Global Equity Balanced	Low-Med	ZGRO
BMO Asset Allocation All-Equity ETF Fund	Global Equity	Medium	ZEQT



Make your clients' money work harder with all-in-one core ETFs

Among Canada's lowest-cost ETFs with a **management fee starting at 0.15%** - now available as mutual funds.

BMO Conservative ETF (ZCON)



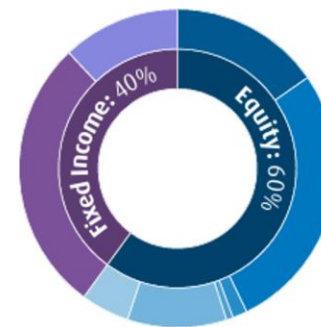
Equity

- **ZCN** 🇨🇦 – BMO S&P/TSX Capped Composite Index ETF: 10.11%
- **ZSP** 🇺🇸 – BMO S&P 500 Index ETF: 18.53%
- **ZMID** 🇺🇸 – BMO S&P US Mid Cap Index ETF: 1.01%
- **ZSML** 🇺🇸 – BMO S&P US Small Cap Index ETF: 0.51%
- **ZEA** 🌐 – BMO MSCI EAFE Index ETF: 6.63%
- **ZEM** 📈 – BMO MSCI Emerging Market Index ETF: 3.71%

Fixed income

- **ZDB** 🇨🇦 – BMO Discount Bond Index ETF: 41.70%
- **ZUAG.F** 🇨🇦 – BMO Aggregate Bond Index ETF (Hedged Units): 17.80%

BMO Balanced ETF (ZBAL)



Equity

- **ZCN** 🇨🇦 – BMO S&P/TSX Capped Composite Index ETF: 15.12%
- **ZSP** 🇺🇸 – BMO S&P 500 Index ETF: 27.70%
- **ZMID** 🇺🇸 – BMO S&P US Mid Cap Index ETF: 1.52%
- **ZSML** 🇺🇸 – BMO S&P US Small Cap Index ETF: 0.76%
- **ZEA** 🌐 – BMO MSCI EAFE Index ETF: 9.88%
- **ZEM** 📈 – BMO MSCI Emerging Market Index ETF: 5.53%

Fixed income

- **ZDB** – BMO Discount Bond Index ETF: 27.68%
- **ZUAG.F** – BMO Aggregate Bond Index ETF (Hedged Units): 11.83%

BMO Growth ETF (ZGRO)



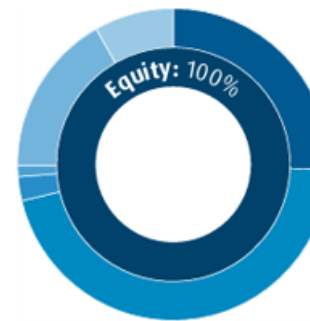
Equity

- **ZCN** 🇨🇦 – BMO S&P/TSX Capped Composite Index ETF: 20.06%
- **ZSP** 🇺🇸 – BMO S&P 500 Index ETF: 36.73%
- **ZMID** 🇺🇸 – BMO S&P US Mid Cap Index ETF: 2.01%
- **ZSML** 🇺🇸 – BMO S&P US Small Cap Index ETF: 1.01%
- **ZEA** 🌐 – BMO MSCI EAFE Index ETF: 13.21%
- **ZEM** 📈 – BMO MSCI Emerging Market Index ETF: 7.34%

Fixed income

- **ZDB** – BMO Discount Bond Index ETF: 13.77%
- **ZUAG.F** – BMO Aggregate Bond Index ETF (Hedged Units): 5.89%

BMO All Equity ETF (ZEQT)



Equity

- **ZCN** 🇨🇦 – BMO S&P/TSX Capped Composite Index ETF: 24.93%
- **ZSP** 🇺🇸 – BMO S&P 500 Index ETF: 45.69%
- **ZMID** 🇺🇸 – BMO S&P US Mid Cap Index ETF: 2.50%
- **ZSML** 🇺🇸 – BMO S&P US Small Cap Index ETF: 1.26%
- **ZEA** 🌐 – BMO MSCI EAFE Index ETF: 16.50%
- **ZEM** 📈 – BMO MSCI Emerging Market Index ETF: 9.13%

Low-cost access to professionally managed portfolios

BMO Asset Allocation ETFs, now available as mutual funds, provide professionally managed portfolios at MERs well below the median active allocation fund.

Active Fees by Percentile, Allocation Categories*

Category	5th	25th	50th	75th	95th
Global Neutral Balanced	0.33%	0.83%	0.98%	1.10%	1.34%
Global Equity Balanced	0.29%	0.88%	1.08%	1.20%	1.37%
Global Fixed Income Balanced	0.31%	0.73%	0.87%	1.01%	1.32%
Canadian Neutral Balanced	0.54%	0.83%	0.92%	1.01%	1.25%
Canadian Fixed Income Balanced	0.52%	0.72%	0.84%	0.95%	1.09%
Tactical Balanced	0.57%	0.81%	1.02%	1.24%	1.88%
Canadian Equity Balanced	0.76%	0.91%	0.99%	1.12%	1.20%

Allocation category median MER: **0.84% - 1.08%**

BMO Asset Allocation ETFs MER: **0.18%**

*Source: Morningstar Direct. Data as of September 2025. Only unbundled share classes considered.

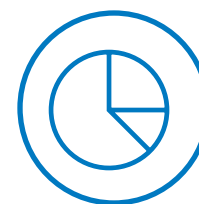
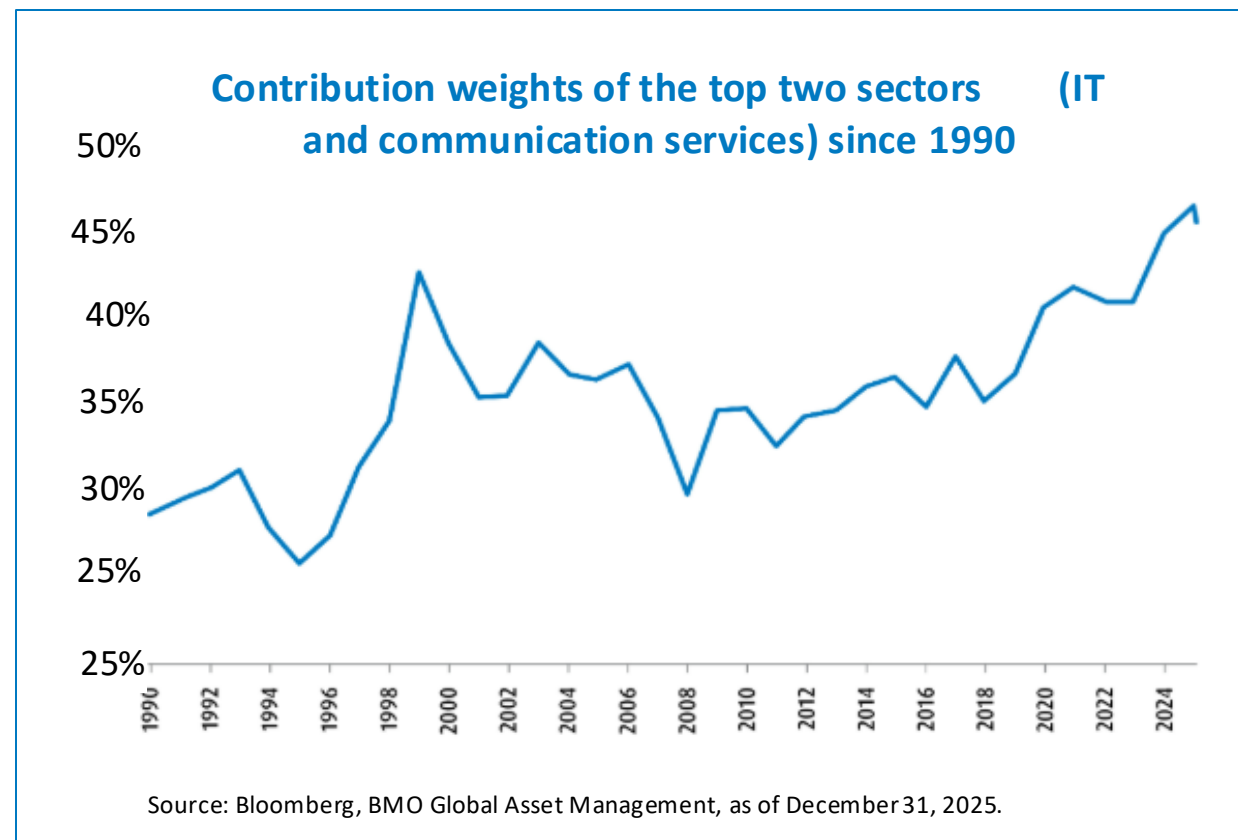
Section 3

Putting it into practice

Different portfolio needs call for different solutions. The new ETF-based mutual funds can help advisors address a wide range of client objectives.

Equity customization: Beyond market-cap weighting

Market-cap-weighted indexes remain a popular way to access equity markets, but growing concentration among the largest companies has some advisors exploring alternative approaches.



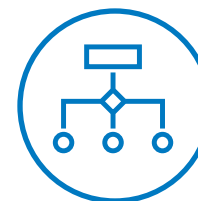
Concentration risk has increased

The largest companies represent a growing share of index weight and portfolio risk.



Market leadership evolves

Today's leaders may not be tomorrow's, creating opportunities beyond the largest companies.

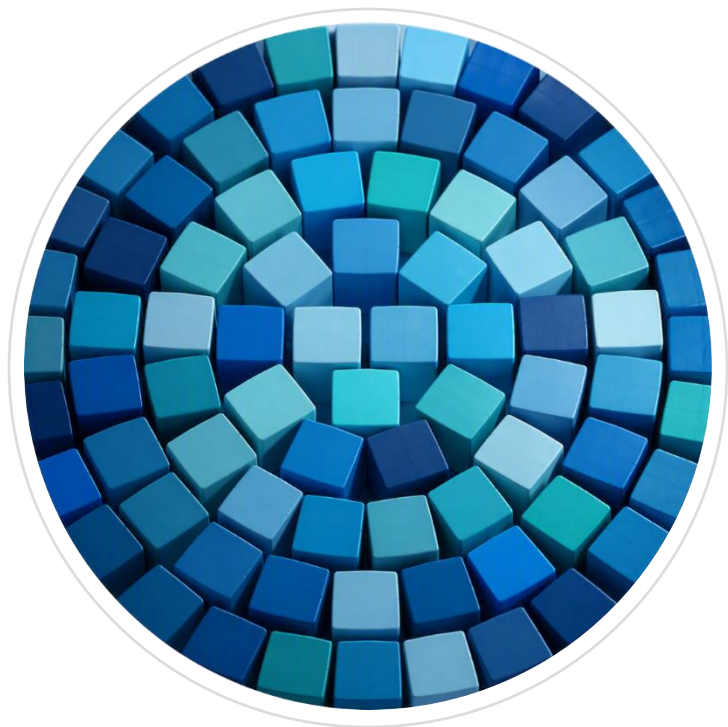


Weighting approaches vary

Investors are not limited to traditional market-cap weighting.

A different approach to U.S. equity exposure

Introducing the **BMO Equal Weight U.S. Equity ETF Fund** - an equal-weight approach designed for advisors seeking a more balanced way to access U.S. equities.



Reduce concentration risk

Spread exposure more evenly across companies rather than allowing a handful of stocks to dominate portfolio weights.

Low-cost implementation

A cost-efficient way to customize U.S. equity allocations within client portfolios with a 0.05% F-Series management fee (BMO 95382).

A simple way to access U.S. equities without relying so heavily on a handful of mega-cap stocks.

Enhanced income: Looking beyond traditional fixed income

As income needs evolve, some investors are looking beyond traditional bonds for additional sources of income.



Income can come from different sources

Dividend-paying equities and credit strategies can complement traditional fixed income allocations.



Different income sources serve different roles

Not all income-oriented investments behave the same way in different market environments.



Portfolio construction matters

Different income sources can be combined to address a range of client income needs.

Income generation doesn't have to rely exclusively on traditional bond exposure.

Two approaches to enhanced income

BMO ETF-based mutual funds offer multiple ways to generate portfolio cash flow beyond traditional fixed income.



BMO Canadian Bank Income ETF Fund

Income from Canada's largest banks

- Dividend-focused strategy
- Exposure to established Canadian financial institutions
- 0.25% F-Series management fee



BMO AAA CLO ETF Fund

An alternative source of portfolio yield

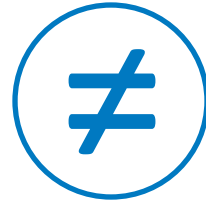
- Exposure to AAA-rated collateralized loan obligations
- Different cash flow source that complements traditional bonds
- 0.20% F-Series management fee

Enhanced income doesn't have to come at the expense of cost-conscious portfolio construction.

Improving after-tax fixed income outcomes



For non-registered investors, *where income comes from* can be just as important as how much income is generated.



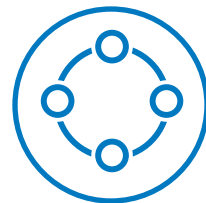
Not all income is taxed equally

Interest income is generally taxed less favourably than capital gains.



After-tax returns matter

Two investments with similar yields can produce different after-tax outcomes.



Bond structure can affect tax efficiency

The way bonds generate interest income may affect the after-tax experience for investors in non-registered accounts.

Discount Bonds: A different approach to fixed income

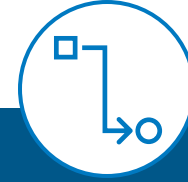
Discount bond strategies can help improve after-tax outcomes for investors in non-registered accounts.



BMO Discount Bond ETF Fund (Underlying ETF: ZDB)

Core bond exposure

- 100% investment grade
- Diversified across the Canadian bond market
- 0.09% F-Series management fee (BMO 95384)



BMO Short Term Discount Bond ETF Fund (Underlying ETF: ZSDB)

Short-duration bond exposure

- Lower duration profile
- 100% investment grade
- 0.09% F-Series management fee (BMO 95388)

A tax-aware approach to fixed income that looks beyond yield alone.

Diversification through real assets

Traditional stock and bond allocations remain the foundation of many portfolios, but real assets can provide an additional source of diversification.



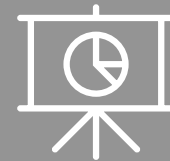
Different drivers

Commodity prices are influenced by supply and demand dynamics rather than corporate earnings.



Inflation sensitivity

Real assets may respond differently during periods of rising inflation.



Portfolio diversification

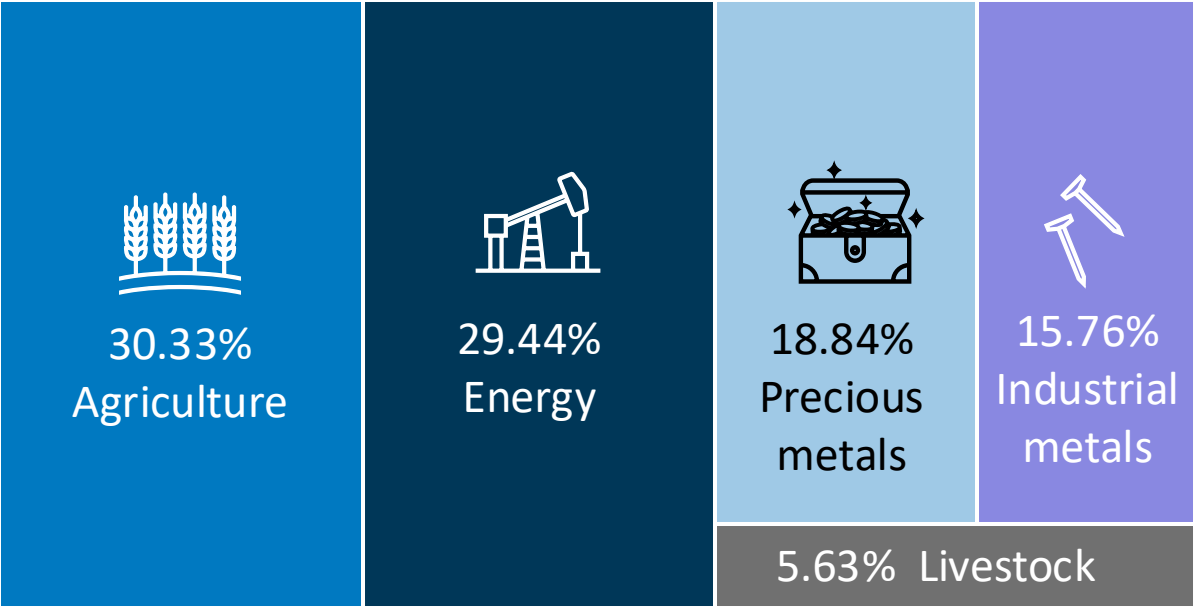
Returns can behave differently than traditional stock and bond investments.

Not all diversification comes from stocks and bonds.

A diversified basket of real assets in a single solution

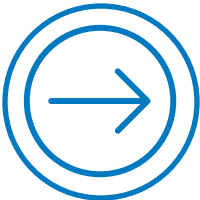
The BMO Broad Commodity ETF Fund provides diversified commodity exposure through a single investment solution.

Bloomberg Commodity Index Total Return (BCOMTR) Weighting*



Diversified commodity exposure

Access 24 commodities through a single investment solution.



Simplified implementation

Access commodity markets without trading futures contracts or individual commodities.



Competitive pricing

0.26% management fee (F-Series).

The BMO Broad Commodity ETF is an exchange traded alternative mutual fund within the meaning of NI 81-102. As an alternative mutual fund, the BMO ETF has the ability to invest in asset classes and use investment strategies that are not permitted for conventional mutual funds, including the ability to invest in other alternative mutual funds, employ leverage and borrow cash to use for investment purposes and increased ability to invest in commodities. While these strategies will be used in accordance with the BMO ETF's investment objective and strategies, during certain market conditions, they may accelerate the pace at which an investor's investment decreases in value.

*Source: Bloomberg as of January 31, 2026

Additional core equity building blocks



BMO Canadian Equity 60 ETF Fund

Exposure to Canada's largest and most liquid publicly traded companies

- Based on the ZIU strategy
- 0.13% Series F management fee



BMO Core U.S. Equity ETF Fund

Broad U.S. equity exposure

- Tracks the S&P 500
- Based on the ZSP strategy
- 0.08% Series F management fee

Straightforward equity exposure

ETF-based mutual funds are also available for investors seeking broad Canadian and U.S. equity market access.

Two low-cost ways to access the markets that shape many long-term portfolios.

Key takeaways

- **Complete portfolios**

Asset Allocation ETF Funds can serve as standalone solutions or as the foundation of a more customized portfolio.

- **Targeted customization**

ETF-based mutual funds can help address specific portfolio needs, from equity customization and income generation to tax efficiency and diversification.

- **Lower-cost implementation**

Low-cost building blocks can help more of a client's money remain invested and compounding over time.

- **Familiar mutual fund structure**

Access ETF strategies through a vehicle many advisors and clients already know and use.



ETF-based mutual funds provide advisors with additional ways to build portfolios around client needs without changing how they do business.

Leveraging proven ETF track records

				ETF performance*												Inception date
	Fund name	F Series	Mgmt Fee	ETF	Ticker	MER	YTD	1 mo	3 mo	6 mo	1 Y	3 Y	5 Y	10 Y	S.I.	
Asset allocation	BMO Asset Allocation All-Equity ETF Fund	BMO95392	15bps	BMO All-Equity ETF	ZEQT	17bps	13.68%	-0.88%	6.62%	11.48%	25.94%	20.83%	—	—	15.08%	2022-01-24
	BMO Asset Allocation Growth ETF Fund	BMO95391	15bps	BMO Growth ETF	ZGRO	17bps	10.85%	-1.01%	5.27%	9.03%	20.83%	17.28%	10.88%	—	11.64%	2019-02-12
	BMO Asset Allocation Balanced ETF Fund	BMO95390	15bps	BMO Balanced ETF	ZBAL	17bps	8.03%	-1.13%	3.92%	6.60%	15.86%	13.71%	8.02%	—	9.03%	2019-02-12
	BMO Asset Allocation Conservative ETF Fund	BMO95389	15bps	BMO Conservative ETF	ZCON	17bps	5.25%	-1.25%	2.55%	4.19%	11.02%	10.20%	5.18%	—	6.43%	2019-02-12
Fixed income	BMO AAA CLO ETF Fund	BMO95383	20bps	BMO AAA CLO ETF	ZAAA	22bps	4.82%	-0.78%	4.45%	5.21%	6.12%	—	—	—	6.18%	2025-04-30
	BMO Canadian Bank Income ETF Fund	BMO95393	25bps	BMO Canadian Bank Index ETF	ZBI	27bps	2.09%	0.00%	1.08%	1.32%	4.62%	8.12%	—	—	4.11%	2022-02-07
	BMO Discount Bond ETF Fund	BMO95384	9bps	BMO Discount Bond Index ETF	ZDB	10bps	0.45%	-1.52%	0.23%	-0.07%	2.13%	4.07%	0.03%	1.29%	2.20%	2014-02-10
	BMO Short-Term Discount Bond ETF Fund	BMO95388	9bps	BMO Short-Term Discount Bond ETF	ZSDB	10bps	1.05%	-0.35%	0.76%	0.59%	2.61%	5.02%	—	—	2.70%	2022-01-24
Growth	BMO Broad Commodity ETF Fund	BMO95386	26bps	BMO Broad Commodity ETF	ZCOM	30bps	—	—	—	—	—	—	—	—	—	2025-10-21
	BMO Canadian Equity 60 ETF Fund	BMO95387	13bps	BMO S&P/TSX 60 Index ET	ZIU	14bps	13.46%	1.78%	5.64%	13.70%	31.55%	—	—	—	25.82%	2023-09-27
	BMO Core U.S. Equity ETF Fund	BMO95385	8bps	BMO S&P 500 Index ETF	ZSP	9bps	12.31%	-1.24%	7.47%	11.62%	20.66%	21.43%	15.17%	15.50%	17.72%	2012-11-14
	BMO Equal Weight U.S. Equity ETF Fund	BMO95382	5bps	BMO MSCI USA Equal Weight Index ETF	ZEQL	6bps	—	—	—	—	—	—	—	—	—	2026-02-04

*For illustrative purposes

Section 4

Resources and support

The right solutions are only part of the equation. BMO GAM also provides the tools, resources and support to help advisors implement them effectively.

A large QR code is centered on the page, with the BMO Global Asset Management logo overlaid in the middle. The logo consists of the text "BMO" in blue, a red circle with a white "M" inside, and the text "Global Asset Management" in blue below it. The QR code is set against a white background with a blue border.

BMO
Global Asset
Management

	Fund Name	Category	Risk	F Code	MEQ (%)	Adv F1 (%)	MEQ (%)	Adv F1 (%)	Other Series ¹	Underlying ETF	Provides Clients with
Gold	BMO Covered Call Spread Gold Bullion ETF Fund	Commodity	Medium	95326 - Profile / Facts	n/a ²	99326 - Profile / Facts	n/a ²	1.0	-	ZIM5	Gold bullion price exposure with income enhancement
	BMO Gold Bullion ETF Fund	Commodity	Medium	95329 - Profile / Facts	n/a ²	99329 - Profile / Facts	n/a ²	-	-	ZGLO	Gold bullion price exposure
	BMO Fixed Income ETF Portfolio	Fixed Income	Low	95700 - Profile / Facts	0.45	99700 - Profile / Facts	1.01	0.5	F2	-	All in one solution - USD
	BMO Income ETF Portfolio	Global Fixed Income Balanced	Low	95701 - Profile / Facts	0.56	99701 - Profile / Facts	1.67	1.0	16, F2, F4, F6	-	All in one solution
	BMO Conservative ETF Portfolio	Global Fixed Income Balanced	Low-Med	95702 - Profile / Facts	0.56	99702 - Profile / Facts	1.67	1.0	16, F2, F6	-	All in one solution
	BMO Balanced ETF Portfolio	Global Neutral Balanced	Low-Med	95703 - Profile / Facts	0.61	99703 - Profile / Facts	1.72	1.0	16, F2, F4, F6	-	All in one solution
	BMO Growth ETF Portfolio	Global Equity Balanced	Low-Med	95704 - Profile / Facts	0.61	99704 - Profile / Facts	1.72	1.0	16, F2, F6	-	All in one solution
Core	BMO Equity Growth ETF Portfolio	Global Equity	Medium	95705 - Profile / Facts	0.67	99705 - Profile / Facts	1.78	1.0	16, F6	-	All in one solution
	U.S. Dollar										
	BMO USD Income ETF Portfolio	Global Fixed Income Balanced	Low-Med	95816 - Profile / Facts	0.57	99816 - Profile / Facts	1.70	1.0	16, F6	-	All in one solution - USD
	BMO USD Conservative ETF Portfolio	Global Fixed Income Balanced	Low-Med	95814 - Profile / Facts	0.57	99814 - Profile / Facts	1.69	1.0	16, F6	-	All in one solution - USD
	BMO USD Balanced ETF Portfolio	Global Neutral Balanced	Low-Med	95812 - Profile / Facts	0.47	99812 - Profile / Facts	1.58	1.0	16, F6	-	All in one solution - USD
	Cash Flow										
	BMO Global Enhanced Income Fund	Global Equity	Medium	95166 - Profile / Facts	0.73	99166 - Profile / Facts	1.84	1.0	16, F4, ETF Series -	-	All in one cash flow solution
	BMO Aggregate Bond ETF Fund	Canadian Fixed Income	Low	95322 - Profile / Facts	0.09	99322 - Profile / Facts	0.65	0.5	-	ZAG	Canadian investment-grade fixed income
	BMO Corporate Bond ETF Fund	Canadian Corporate Fixed Income	Low	95323 - Profile / Facts	0.17	99323 - Profile / Facts	0.71	0.5	-	ZAC	Canadian corporate fixed income
	BMO Ultra Short Bond ETF Fund	Canadian Short-term Fixed Income	Low	95338 - Profile / Facts	0.17	99338 - Profile / Facts	0.72	0.5	-	ZAS	Canadian short-term fixed income
Fixed Income	BMO Covered Call Canadian Banks ETF Fund	Financial Services Equity	Medium	95365 - Profile / Facts	0.71	99365 - Profile / Facts	1.63	1.0	-	ZBB	Big 6 Canadian banks cash flow
	BMO Covered Call Canada High Dividend ETF Fund	Canadian Dividend & Income Equity	Medium	95127 - Profile / Facts	0.73	99127 - Profile / Facts	1.65	1.0	-	ZBC	Diversified Canadian dividend payers
	BMO Covered Call Energy ETF Fund	Energy Equity	High	95330 - Profile / Facts	0.71	99330 - Profile / Facts	1.85	1.0	-	ZBN	Diversified portfolio of energy companies
	BMO Covered Call Europe High Dividend ETF Fund	European Equity	Medium	95362 - Profile / Facts	0.73	99362 - Profile / Facts	1.68	1.0	-	ZBE	Diversified European dividend payers
	BMO Covered Call Technology ETF Fund	Sector Equity	Med-High	95328 - Profile / Facts	n/a ²	99328 - Profile / Facts	n/a ²	-	-	ZBT	Diversified portfolio of tech-related companies
	BMO Covered Call U.S. High Dividend ETF Fund	U.S. Equity	Medium	95366 - Profile / Facts	0.73	99366 - Profile / Facts	1.65	1.0	Adv (US), F (055)	ZBV	Diversified U.S. Dividend payers
	BMO Covered Call Utilities ETF Fund	Sector Equity	Medium	95331 - Profile / Facts	0.71	99331 - Profile / Facts	1.87	1.0	-	ZBU	Diversified portfolio of utility companies
	BMO Premium Yield ETF Fund	Low-Med	95424 - Profile / Facts	0.71	99424 - Profile / Facts	1.87	1.0	-	-	ZBX	U.S. large capitalization companies and derivatives instruments
	BMO Global Low Volatility ETF Fund	Global Fixed Income	Low	95324 - Profile / Facts	0.17	99324 - Profile / Facts	1.48	1.0	16, F6	-	Diversified Global low volatility equities
	BMO Low Volatility Canadian Equity ETF Fund	Canadian Equity	Low	95722 - Profile / Facts	0.40	99722 - Profile / Facts	1.40	1.0	14		

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Composite Index ETF
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ZEA BMO MSCI EAFE Index
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Thank you!

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