

# PORTLAND GLOBAL BALANCED FUND ANNUAL MANAGEMENT REPORT OF FUND PERFORMANCE

SEPTEMBER 30, 2021

PORTFOLIO MANAGEMENT TEAM

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## Management Discussion of Fund Performance **Portland Global Balanced Fund**

This management report of fund performance contains financial highlights, but does not contain either interim or annual financial statements of the investment fund. You can get a copy of the interim or annual financial statements at your request, and at no cost, by calling 1-888-710-4242, by writing to us at info@portlandic.com or 1375 Kerns Road, Suite 100, Burlington, ON L7P 4V7 or visiting our website at www. portlandic.com or SEDAR at www.sedar.com.

Securityholders may also contact us using one of these methods to request a copy of the investment fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

The views of Portland Investment Counsel Inc. (the Manager) contained in this report are as of September 30, 2021 and this report is not intended to provide legal, accounting, tax or specific investment advice. Views, portfolio holdings and allocations may have changed subsequent to this date. For current information, please contact us using the above methods. All references to performance relate to Series F units. The performance of other units may be different than that of the Series F units due to differing fees.

#### INVESTMENT OBJECTIVE AND STRATEGIES

The Fund's objective is to provide positive long term total returns, consisting of both income and capital gains by investing primarily in a portfolio of global fixed income and equity securities. The Fund seeks to provide income and capital growth while moderating the volatility of equities by investing primarily in a globally diversified portfolio of equities, American Depository Receipts, income securities, preferred shares, options and exchange traded funds (ETFs). The Fund may also invest over 30% in foreign securities in a manner consistent with its investment objective.

#### **RISK**

Investors should be able to accept a low to medium level of risk and plan to hold for the medium to long term.

#### **RESULTS OF OPERATIONS**

For the year ended September 30, 2021, the Fund's Series F units had a return of 10.6%. For the same period, the Fund's Blended Benchmark (which is a composite consisting of 60% MSCI All Country World Index and 40% FTSE Canada Short Term Overall Bond Index TR) had a return of 12.5%. For the full period since inception of the Fund on December 17, 2013 to September 30, 2021, the Fund's Series F units had an annualized return of 4.2%. For the same period, the Blended Benchmark had an annualized return of 8.3%. Unlike the Blended Benchmark, the Fund's return is after the deduction of its fees and expenses.

The Fund's net asset value as at September 30, 2021 was \$2.9 million. The top five sector holdings at September 30, 2021 was consumer staples, 27.9%; utilities, 18.6%; health care, 11.4%; industrials, 10.1%; and consumer discretionary, 10.1%. By geography, assets were invested in securities of issuers classified as foreign equity, 82.9%; Canadian preferred, 8.6%; Canadian equity, 3.3%; cash and other net assets (liabilities), 3.3%; and foreign preferred, 1.9%.

The top three contributors to the Fund's performance during the year ended September 30, 2021 were Brookfield Property Partners LP, Cincinnati Financial Corporation, and Federal Realty Investment Trust. The bottom three contributors to the Fund's performance during the year ended September 30, 2021 were Consolidated Edison, Inc., Hormel Foods Corporation, and The Clorox Company.

The sectors contributing positively to the Fund's return for the period are financials (Cincinnati Financial Corporation), utilities (AusNet Services), consumer discretionary (Target Corporation), real estate (Brookfield Property Partners LP), materials (Croda International PLC), industrials (Mitsubishi Corporation), and information technology (Halma PLC). The sectors contributing negatively to the Fund's return for the period are consumer staples (Hormel Foods Corporation), health care (Fresenius Medical Care AG & Co. KGaA) and communication services (AT&T Inc.).

We believe there will continue to be opportunities to deploy cash in attractively priced equities throughout 2021 and 2022. The continued re-opening of the U.S. economy and low short term interest rates set by central banks around the world should continue to help produce economic growth.

#### RECENT DEVELOPMENTS

The impact of the COVID-19 pandemic has already been reflected in securities prices so it is not expected to have any material impact on the investments in the Fund. The U.S. Federal Reserve cut its overnight interest rate to 0.25% on March 16, 2020. This was followed by the Bank of Canada cutting its overnight interest rate to 0.25% on March 27, 2020. In addition to the monetary policy actions taken, many developed countries implemented large fiscal stimulus packages with some extended to date. The reduction of the overnight interest rates and the fiscal stimulus spending should help incentivize economic activity. We are aware of inflation that has exceeded the target 2% range in Canada and the United States. The likely cause for this overshoot is supply chains re-adjusting to global lockdowns due to COVID-19. If inflation observed remains above the target 2% range then central banks may increase interest rates. Increasing interest rates reduce economic activity. If interest rates increase, we will continue to monitor the yield curve to detect indications that a recession is predicted by the market.

Positions in the Fund are expected to be primarily large market-capitalization dividend global aristocrat equities with some Canadian preferred shares to take advantage of higher yields and more advantageous taxation than debt. We prefer defensive sectors such as utilities, real estate and consumer staples that will likely benefit from interest rate cuts in a poor economic environment. The Fund is currently well positioned to meet its investment objective for the medium to long term. We will continue to evaluate opportunities that we believe may generate income, enhance returns and/or reduce risk wherever possible.

### **RELATED PARTY TRANSACTIONS**

The Manager is responsible for the day-to-day operation of and for providing investment management services to the Fund. The Manager receives a fee for providing these services. This is calculated daily based on the net asset value of the Fund and paid monthly. During

the year ended September 30, 2021, the Manager received \$51,028 in management fees from the Fund, net of applicable taxes (September 30, 2020: \$72,630).

Any administrative services paid for or provided by the Manager are charged to the Fund and are grouped and presented by expense type in the statements of comprehensive income. Depending on their nature, some expenditures are allocated to the Fund based on a variety of methods including net asset value or actual costs incurred. During the year ended September 30, 2021, the Manager was reimbursed \$17,612 for operating expenses incurred on behalf of the Fund, including amounts paid to affiliates, net of applicable taxes (September 30, 2020: \$24,949). The Manager absorbed \$137,197 of operating expenses during the year ended September 30, 2021, net of applicable taxes (September 30, 2020: \$113,475). Affiliates of the Manager provide administrative services associated with the day-to-day operations of the Fund. These affiliates of the Manager were reimbursed \$802 during the year ended September 30, 2021 by the Fund for such services (September 30, 2020: \$943).

The Manager and/or its affiliates and key management personnel of the Manager and their family (collectively referred to as Related Parties) may invest in units of the Fund from time to time in the normal course of business. Transactions to purchase or redeem units are made at net asset value per unit. Standing instructions from the independent review committee were not required or obtained for such transactions. As at September 30, 2021, Related Parties owned 13,963 shares of the Fund (September 30, 2020: 14,212).

The Board of Directors of the Manager is responsible for reviewing and approving the financial statements and overseeing management's performance of its financial reporting responsibilities.

#### Notes

Certain statements included in this Management Discussion of Fund Performance constitute forward-looking statements, including those identified by the expressions "anticipate," "believe," "plan," "estimate," "expect," "intend" and similar expressions to the extent they relate to the Fund. These forward-looking statements are not historical facts, but reflect the current expectations of the portfolio management team regarding future results or events of the Fund. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. The portfolio management team has no specific intention of updating any forward-looking statements whether as a result of new information, future events or otherwise, except as required by securities legislation.

Certain research and information about specific holdings in the Fund, including any opinion, is based upon various sources believed to be reliable, but it cannot be guaranteed to be current, accurate or complete. It is for information only, and is subject to change without notice.

### Summary of Investment Portfolio as at September 30, 2021

### Top 25 Investments\*

% of Net	Asset Value
Consolidated Edison, Inc.	5.0%
Coloplast A/S	4.0%
Johnson & Johnson	3.8%
Walmart Inc.	3.7%
Cash & Cash Equivalents	3.4%
The Procter & Gamble Company	3.3%
Nestle S.A.	2.9%
SJW Group	2.8%
McDonald's Corporation	2.7%
Pembina Pipeline Corporation, Preferred, Series 21, Fixed-Reset	2.6%
Cincinnati Financial Corporation	2.5%
Emera Incorporated, Preferred, Series H, Fixed-Reset	2.3%
Brookfield Office Properties Inc., Preferred, Series GG, Fixed-Reset	2.3%
Mitsubishi Corporation	2.3%
Sumitomo Corporation	2.3%
American States Water Company	2.2%
Croda International PLC	2.1%
Hormel Foods Corporation	2.1%
Genuine Parts Company	2.1%
PepsiCo, Inc.	2.1%
The Coca-Cola Company	2.0%
Roche Holding AG	2.0%
Leggett & Platt, Incorporated	2.0%
American Tower Corporation	2.0%
California Water Service Group	1.9%
Grand Total	66.4%

Total net asset value

\* Where the Fund holds less than 25 holdings, all investments have been disclosed. There may be other assets and liabilities which are not included, and therefore the summary may not add up to 100%.

The investment portfolio may change due to ongoing portfolio transactions of the investment fund. Quarterly updates are available within 60 days of each quarter end by visiting www.portlandic.com or contacting us at 1-888-710-4242.

### Portfolio Composition

Sector	
Consumer Staples	27.9%
Utilities	18.6%
Health Care	11.4%
Industrials	10.1%
Consumer Discretionary	10.1%
Financials	4.9%
Real Estate	4.3%
Materials	3.8%
Cash & Other Net Assets (Liabilities)	3.3%
Energy	2.5%
Information Technology	1.6%
Communication Services	1.5%

Geographic Region	
Foreign Equity	82.9%
Canadian Preferred	8.6%
Canadian Equity	3.3%
Cash & Other Net Assets (Liabilities)	3.3%
Foreign Preferred	1.9%

Other Net Assets (Liabilities) refers to cash on hand plus all other assets and liabilities in the Fund excluding portfolio investments.

\$2,963,310

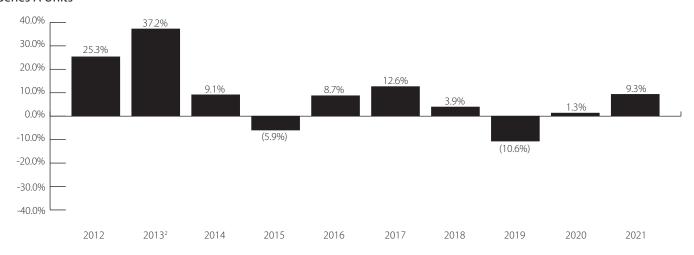
### **Past Performance**

The past performance information shown in this section is calculated using the net asset value per unit and assumes that all distributions made by the Fund in the periods shown were reinvested in additional securities of the Fund. The past performance information does not take into account sales, redemptions, distribution or other optional charges or income taxes payable by the unitholder that would have reduced returns or performance. Investment funds are not guaranteed, their values change frequently and past performance may not be repeated.

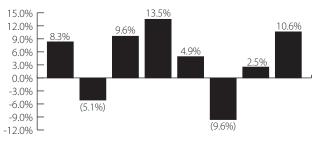
### Year-By-Year Returns

The following bar charts show the performance of each series of the Fund for each of the financial years shown and illustrates how the investment fund's performance has changed from year to year. The charts show in percentage terms how an investment made on the first day of each financial year would have increased or decreased by the last day of each financial year. Note the Fund changed its financial year end from December 31 to September 30 in 2013.

### Series A Units<sup>1</sup>



### Series F Units



2014<sup>3</sup> 2015 2016 2017 2018 2019 2020 2021

<sup>1.</sup> Prior to December 13, 2013 the Fund operated as Copernican British Banks Fund, a closed-end fund listed on the Toronto Stock Exchange under the symbol CBB.UN. On December 13, 2013 CBB.UN was Restructured, became a multi-class open end mutual fund, and changed its investment objectives and strategies. If the Restructuring had not occurred and the investment objectives and strategies had remained the same, performance since then may have been different.

<sup>2.</sup> Return for 2013 represents a partial year starting January 1, 2013 to September 30, 2013.

<sup>3.</sup> Return for 2014 represents a partial year starting December 17, 2013 to September 30, 2014.

### **Annual Compound Returns**

The table below shows the historical compound returns of the applicable series of units and the blended benchmark consisting of 60% MSCI All Country World Index (the MSCI Index) and 40% FTSE Canada Short Term Overall Bond Index TR (the FTSE Index). The MSCI Index is designed to measure the performance of the large and mid cap segments across developed and emerging markets. The FTSE Index is a measure of total return of Canadian bonds which have a term to maturity of one to five years. The blended benchmark provides a useful comparison to the performance of the Fund. Performance will vary by series largely due to the extent that fees and expenses may differ between series.

Series of Units	Inception Date	Since Inception	One Year	Three Year	Five Year	Ten Year
Series A	February 18, 2005	(1.9%)	9.3%	(0.3%)	3.0%	8.3%
Blended Benchmark		-	12.5%	8.3%	8.2%	9.3%
Series F	December 17, 2013	4.2%	10.6%	0.8%	4.1%	-
Blended Benchmark		8.3%	12.5%	8.3%	8.2%	-

Comparison to the Blended Benchmark: Since the Fund does not necessarily invest in the same securities as the blended benchmark or in the same proportion, the performance of the Fund is not expected to equal that of its blended benchmark. Please refer to Management Discussion of Fund Performance - Results of Operations for additional discussion of the Fund's performance compared to the blended benchmark.

### Management Fees

The Manager is responsible for the day-to-day management and administration of the Fund. The Manager monitors and evaluates the performance of the Fund, pays for the investment management services of the portfolio adviser and arranges for the administrative services required to be provided to the Fund. As compensation for its service, the Manager is entitled to receive a fee, payable monthly, calculated based on the average daily net asset value of the Fund.

		Expenses Paid Out of the Management Fee (%)					
Series of Units	Management Fee (%)	Dealer compensation	General administration, investment advice and profit	Absorbed expenses			
Series A	1.55%	58%	-	42%			
Series F	0.55%	-	-	100%			

### Financial Highlights

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for the past five years. The information is provided as at September 30 of the year shown.

Series A Units - Net Assets per unit<sup>1</sup>

For the periods ended	2021	2020	2019	2018	2017
Net assets, beginning of the period	\$8.18	\$8.54	\$10.10	\$10.21	\$9.53
Increase (decrease) from operations:					
Total revenue	0.25	0.23	0.43	0.42	0.42
Total expenses	(0.22)	(0.21)	(0.23)	(0.23)	(0.26)
Realized gains (losses)	0.47	(1.62)	(0.19)	0.37	0.23
Unrealized gains (losses)	0.23	1.67	(1.14)	(0.20)	0.72
Total increase (decrease) from operations <sup>2</sup>	0.73	0.07	(1.13)	0.36	1.11
Distributions to unitholders:					
From income	-	(0.01)	(0.03)	(0.04)	(0.01)
From dividends	(0.02)	(0.20)	(0.19)	(0.12)	(0.12)
From capital gains	-	-	-	-	-
Return of capital	(0.38)	(0.25)	(0.28)	(0.34)	(0.37)
Total annual distributions <sup>3</sup>	(0.40)	0.46	(0.50)	(0.50)	(0.50)
Net assets, end of period <sup>4</sup>	\$8.52	\$8.18	\$8.54	\$10.10	\$10.21

Series A Units - Ratios/Supplemental Data

For the periods ended	2021	2020	2019	2018	2017
Total net asset value	\$2,708,282	\$3,733,020	\$5,092,010	\$7,288,781	\$4,491,787
Number of units outstanding	317,778	456,359	596,518	721,639	440,052
Management expense ratio⁵	2.32%	2.38%	2.47%	2.41%	2.41%
Management expense ratio before waivers or absorptions <sup>5</sup>	6.71%	4.94%	4.22%	3.67%	4.19%
Trading expense ratio <sup>6</sup>	0.05%	0.15%	0.04%	0.08%	0.04%
Portfolio turnover rate <sup>7</sup>	26.63%	95.39%	10.59%	20.84%	22.13%
Net asset value per unit	\$8.52	\$8.18	\$8.54	\$10.10	\$10.21

Series F Units - Net Assets per unit<sup>1</sup>

For the periods ended	2021	2020	2019	2018	2017
Net assets, beginning of the period	\$8.85	\$9.09	\$10.61	\$10.59	\$9.79
Increase (decrease) from operations:					
Total revenue	0.27	0.25	0.45	0.44	0.44
Total expenses	(0.13)	(0.12)	(0.13)	(0.12)	(0.18)
Realized gains (losses)	0.50	(1.77)	(0.18)	0.34	0.26
Unrealized gains (losses)	0.27	1.82	(1.36)	(0.19)	0.71
Total increase (decrease) from operations <sup>2</sup>	0.91	0.18	(1.22)	0.47	1.23
Distributions to unitholders:					
From income	-	(0.08)	(0.01)	(0.04)	(0.13)
From dividends	(0.02)	(0.17)	(0.24)	(0.21)	(0.13)
From capital gains	-	-	-	-	-
Return of capital	(0.38)	(0.21)	(0.25)	(0.25)	(0.24)
Total annual distributions <sup>3</sup>	(0.40)	(0.46)	(0.50)	(0.50)	(0.50)
Net assets, end of period <sup>4</sup>	\$9.36	\$8.85	\$9.09	\$10.61	\$10.59

Series F Units - Ratios/Supplemental Data

For the periods ended	2021	2020	2019	2018	2017
Total net asset value	\$255,028	\$489,403	\$835,635	\$1,241,554	\$1,641,865
Number of units outstanding	27,250	55,323	91,901	117,069	155,028
Management expense ratio⁵	1.18%	1.25%	1.35%	1.43%	1.53%
Management expense ratio before waivers or absorptions⁵	5.57%	3.81%	3.09%	2.69%	3.31%
Trading expense ratio <sup>6</sup>	0.05%	0.15%	0.04%	0.08%	0.04%
Portfolio turnover rate <sup>7</sup>	26.63%	95.39%	10.59%	20.84%	22.13%
Net asset value per unit	\$9.36	\$8.85	\$9.09	\$10.61	\$10.59

### **Explanatory Notes**

- The information is derived from the Fund's audited annual financial statements prepared in accordance with International Financial Reporting Standards. The net assets per security presented in the financial statements may differ from the net asset value calculated for fund pricing purposes.
- Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase/decrease from operations is based on the weighted daily average number of units outstanding over the financial period.
- Distributions are paid out in cash/reinvested in additional units of the Fund, or both.
- 4. This is not a reconciliation of the beginning and ending net assets per unit.
- 5. The management expense ratio (MER) is based on total expenses (excluding foreign withholding taxes, commissions and other portfolio transaction costs but including management fee distributions paid to certain unitholders in the form of additional units) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. The Manager may absorb certain expenses otherwise payable by the Fund. The amount of expenses absorbed is determined annually at the discretion of the Manager.

The Fund may hold investments in exchange traded funds (ETFs). The MER is calculated taking into consideration the expenses of the Fund allocated to the series including expenses indirectly attributable to its investment in the ETFs divided by the average daily NAV of the series of the Fund during the period.

On April 20, 2020, the management fees decreased from 1.65% and 0.65% to 1.55% and 0.55% on Series A and Series F, respectively. For the year ended September 30, 2020, if the change in management fees had been effective since the start of that financial year, the MER after waivers or absorptions would have been 2.34% and 1.21% Series A and Series F, respectively.

- The trading expense ratio (TER) represents total commissions and other portfolio transaction costs expressed as an annualized percentage of the daily average net asset value of the Fund during the period.
  - The TER is calculated taking into consideration the costs attributable to its investment in ETFs.
- 7. The Fund's portfolio turnover rate indicates how actively the Fund's portfolio advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to a fund buying and selling all of the securities in its portfolio once in the course of the period. The higher a fund's portfolio turnover rate in a period, the greater the trading costs payable by the fund in the period, and the greater the chance of an investor receiving taxable capital gains in the period. There is not necessarily a relationship between a high turnover rate and the performance of a fund.

Portfolio turnover rate is calculated based on the lesser of the cumulative cost of purchases or cumulative proceeds of sales divided by the average market value of the portfolio, excluding short-term investments.









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