

# PORTLAND ADVANTAGE FUND INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

MARCH 31, 2017

**Michael Lee-Chin** Executive Chairman, Chief Executive Officer and Portfolio Manager

### PORTLAND ADVANTAGE FUND

Robert Almeida

Senior Vice President and Portfolio Manager

# Management Discussion of Fund Performance Portland Advantage Fund

This interim 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 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 the portfolio management team contained in this report are as of March 31, 2017 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 investment objective of the Portland Advantage Fund (the Fund) remains as discussed in the prospectus. The Fund's objective is to provide positive long-term total returns by investing primarily in a portfolio of Canadian equities. The Fund seeks to provide capital growth and income while moderating the volatility of equities by investing in a portfolio of equities/ADRs, and which may include exchange traded funds. The Fund may invest up to 49% in foreign securities in a manner consistent with its investment objective.

### RISK

During the six months ended March 31, 2017, volatility in the oil and gas sector continued. The Fund's exposure to the oil and gas sector remains underweight relative to the S&P/TSX Composite Total Return Index.

The intensity of focus within the Fund was generally maintained with the total number of securities ending the period at 19, when adjusted to combine substantially similar securities, and the focus on the top five holdings reduced from 41.5% to 39.4%. This intensity of focus creates the potential for more volatility but, in our opinion, improves the quality profile of the Fund and enhances the return potential.

The value of the Canadian dollar depreciated about 1.3% relative to the U.S. dollar during the period. It is possible for this trend to reverse which would adversely affect U.S. dollar denominated securities. We are of the opinion that any Canadian dollar appreciation would be underpinned by a strong U.S. economy which would be reflected in better returns from the holdings of U.S. securities. Accordingly, the approximately 39.6% foreign currency exposure in the Fund continues to be unhedged.

### **RESULTS OF OPERATIONS**

For the six months ended March 31, 2017, the Fund's benchmark, the S&P/TSX Composite Total Return Index, had a return of 7.1%. Over the same period, the Fund had a return of 2.7%. Unlike the Index, the Fund's return is after the deduction of its fees and expenses. The net asset value per unit held constant with no change from \$12.13 at September 30,

2016 to \$12.13 at March 31, 2017. It should be noted that the Fund paid a distribution of \$0.17 per unit in Series A and \$0.32 per unit in Series F during the period.

The Fund's net asset value as at March 31, 2017 was \$5.5 million. On a cumulative basis since its inception, the Fund has experienced both positive net sales and positive investment performance; however, the Fund did experience net redemptions during the period.

The 5 holdings that contributed most to Fund performance were The Bank of Nova Scotia (BNS), IGM Financial Inc., Brookfield Infrastructure Partners L.P., The Toronto Dominion Bank (TD) and Copa Holdings SA. BNS and TD benefitted from positive sentiment towards the banking sector coming out of the victory of Donald Trump in the U.S. election. Unfortunately, the Fund did not have more exposure to the banking sector.

The main detractors from Fund performance were Liberty Global PLC LiLAC (Liberty LiLAC), Baytex Energy Corporation, Hertz Global Holdings, Inc. and Herc Holdings, Inc. (collectively referred to as Hertz), and Crescent Point Energy Corp. Having completed the acquisition of Cable & Wireless Communications PLC, we believe that Liberty LiLAC is well positioned to realize above average growth driven by merger synergies combined with organic growth in underpenetrated markets and further sector consolidation activity. As part of its continuing efforts to isolate its Latin America and Caribbean business, Liberty Global PLC distributed Liberty LiLAC shares to its shareholders, who would not have been expected to have a good understanding of the region or the Liberty LiLAC business. We believe that the current share price is more reflective of selling activity resulting from the reorganization and not reflective of the earnings potential of the Liberty LiLAC business and we have high expectations for future returns. While the overall Canadian energy sector experienced a total return of about 1% during the period, Baytex and Crescent Point experienced negative returns of 18.5% and 16.0%, respectively. We believe that these companies are more sensitive to changes in the outlook for oil prices and look for them to outperform if and when the outlook for oil prices improves. When we made the relatively small investment in Hertz, we were looking for a turnaround of the business to be driven by its activist shareholders. Unfortunately, the challenges to the car rental business model increased and the value of the business declined. As there had been a change in the fundamental outlook for the business, we decided to exit the position.

On a per unit basis during the period, the Fund's units generated \$0.16 of revenue, (\$0.38) of realized gains (losses) and \$0.64 of unrealized gains (losses).

During the six month period ending March 31, 2017, ECN Capital Corp. was added to the Fund. ECN is a result of the splitting of Element Financial Corporation into two businesses, a fleet management business and ECN, a commercial finance business with Steven Hudson as CEO. Steven Hudson has a successful track record of building financing businesses.

As noted earlier, Hertz was divested from the Fund during the period.

At March 31, 2017, by asset class the Fund's net asset value was invested approximately 99% in 18 equity securities and 1 debt security. By

#### Notes

geography, the Fund's net assets were invested approximately 56% in cash and securities of issuers based in Canada. We believe that the Fund is well positioned to continue to meet its investment objectives as outlined above.

### RECENT DEVELOPMENTS

Global capital markets have experienced strong positive returns post the U.S. election raising market valuations to the high end of historical norms and increasing price risk in the market. The U.S. Federal Reserve increased its target for the Fed Funds rate by 25 bps, which could be the beginning of a period of rising rates. The future for Europe remains unclear as the United Kingdom recently officially triggered its exit from the European Union. And, the North American Free Trade Agreement is about to be renegotiated. These and other items will undoubtedly impact global markets. However, we are more focused on the fundamental performances of the businesses in the Fund and we are optimistic for the future.

Effective April 20, 2017, the Fund no longer offered Series G units.

### RELATED PARTY TRANSACTIONS

The Fund's manager is Portland Investment Counsel Inc. (the Manager). 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 period ended March 31, 2017, the Manager received \$40,474 in management fees from the Fund compared to \$39,902 for the period ended March 31, 2016 (net of applicable taxes).

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 upon the net asset value or actual costs incurred. During the period ended March 31, 2017, the Manager was reimbursed \$14,184 for operating expenses incurred on behalf of the Fund, including amounts paid to affiliates, net of applicable taxes. This compares to \$14,034 for period ended March 31, 2016. In addition to the amounts reimbursed, the Manager absorbed \$48,165 of operating expenses during the period ended March 31, 2017 compared to \$45,210 during the period ended March 31, 2016 (net of applicable taxes).

Affiliates of the Manager provide administrative services associated with the day-to-day operations of the Fund. These affiliates of the Manager were reimbursed \$1,382 during the period ended March 31, 2017 by the Fund for such services, compared to \$1,450 during the period ended March 31, 2016.

The Manager, its affiliates, officers and directors of the Manager (Related Parties) may own units of the Fund. 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 March 31, 2017, Related Parties owned 12.1% (September 30, 2016: 9.5%) of the Fund.

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. 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 March 31, 2017

# Top 25 Investments\*

	% of Net Asset Value
Brookfield Asset Management Inc.	11.5%
Liberty Global PLC LiLAC	10.2%
Crescent Point Energy Corp.	6.0%
Brookfield Infrastructure Partners L.P.	5.8%
The Bank of Nova Scotia	5.8%
IGM Financial Inc.	5.7%
Invesco Ltd.	5.6%
The Toronto-Dominion Bank	5.3%
Northland Power Inc.	5.2%
BCE Inc.	5.1%
Baytex Energy Corp.	4.8%
Millicom International Cellular SA	4.5%
Berkshire Hathaway Inc.	4.3%
ECN Capital Corp.	4.1%
Digicel Group Limited 8.250% September 30, 2020	4.1%
Brookfield Property Partners L.P.	3.9%
CI Financial Corp.	2.9%
Copa Holdings SA	2.8%
Franklin Resources, Inc.	2.3%
Cash and Cash Equivalents	0.6%
Grand Total	100.5%
Total net asset value	\$5,534,035

\* 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 does 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	
Asset Management & Custody Banks	28.0%
Diversified Banks	11.1%
Oil & Gas Exploration & Production	10.8%
Cable & Satellite	10.2%
Wireless Telecommunication Services	8.6%
Electric Utilities	5.8%
Independent Power Producers & Energy Traders	5.2%
Integrated Telecommunication Services	5.1%
Multi-Sector Holdings	4.3%
Specialized Finance	4.1%
Real Estate Operating Companies	3.9%
Airlines	2.8%
Other Net Assets (Liabilities)	0.1%

Geographic Region	
Canada	56.4%
Bermuda	19.4%
United Kingdom	10.2%
United States	6.6%
Luxembourg	4.5%
Panama	2.8%
Other Net Assets (Liabilities)	0.1%

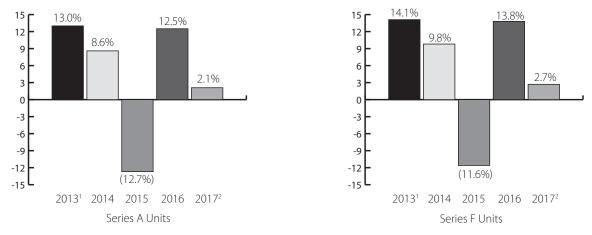
Other Net Assets (Liabilities) refers to cash on hand plus all other assets and liabilities in the Fund excluding portfolio investments.

### 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 investment fund in the periods shown were reinvested in additional securities of the investment 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 graphs show the annual historical returns of the applicable series of units, which change each year. Annual return is the percentage change in the value of an investment from October 1 to September 30 (unless otherwise stated).



1. Return for 2013 represents a partial year starting October 31, 2012 to September 30, 2013. 2. Return for 2017 represents a partial year starting October 1, 2016 to March 31, 2017.

### **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 investment 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 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	2.00%	40%	-	60%
Series F	1.00%	-	-	100%

## **Financial Highlights**

The following tables show selected key financial information about the Fund and is intended to help you understand the Fund's financial performance for the past 5 years or, if shorter, the periods since inception of the Fund. For the current year, information in the table below is for the period from October 1, 2016 to March 31, 2017. For all other years, the information in the table below is for the period from October 30, or inception date to September 30 in the inception period.

Series A Units - Net Assets per unit <sup>1</sup>	Series A	Units - Net	Assets	per unit <sup>1(a)</sup>
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For the periods ended	2017	2016	2015	2014	2013
Net assets, beginning of the period	\$11.77	\$10.71	\$12.27	\$11.30	\$10.00 <sup>+1(b)</sup>
Increase (decrease) from operations:					
Total revenue	0.10	0.45	0.64	0.36	0.24
Total expenses	(0.17)	(0.33)	(0.36)	(0.35)	(0.28)
Realized gains (losses)	(0.31)	0.11	0.01	0.03	(0.02)
Unrealized gains (losses)	0.62	1.13	(1.93)	0.54	1.10
Total increase (decrease) from operations <sup>2</sup>	0.24	1.36	(1.64)	0.58	1.04
Distributions to unitholders:					
From income	-	(0.03)	-	-	-
From dividends	(0.06)	(0.24)	-	-	-
From capital gains	(0.11)	-	-	-	-
Return of capital	-	-	-	-	-
Total annual distributions <sup>3</sup>	(0.17)	(0.27)	-	-	-
Net assets, end of period <sup>4</sup>	\$11.85	\$11.77	\$10.71	\$12.27	\$11.29

### Series A Units - Ratios/Supplemental Data

For the periods ended	2017	2016	2015	2014	2013
Total net asset value	\$ 2,811,119	\$2,770,840	\$2,617,354	\$2,658,899	\$948,044
Number of units outstanding	237,307	235,362	244,347	216,622	83,890
Management expense ratio⁵	2.83% *	2.82%	2.84%	2.83%	2.79% *
Management expense ratio before waivers or absorptions⁵	4.76% *	4.52%	4.89%	7.41%	26.73% *
Trading expense ratio <sup>6</sup>	0.06% *	0.04%	0.09%	0.04%	0.05% *
Portfolio turnover rate <sup>7</sup>	8.14%	31.17%	22.23%	1.48%	3.61%
Net asset value per unit	\$11.85	\$11.77	\$10.71	\$12.27	\$11.30

#### Series F Units - Net Assets per unit<sup>1(a)</sup>

Series Formes Recruiseds per unit					
For the periods ended	2017	2016	2015	2014	2013
Net assets, beginning of the period	\$12.13	\$11.01	\$12.54	\$11.41	\$10.00 <sup>+1(b)</sup>
Increase (decrease) from operations:					
Total revenue	0.16	0.47	0.66	0.41	0.26
Total expenses	(0.10)	(0.19)	(0.22)	(0.21)	(0.21)
Realized gains (losses)	(0.38)	0.14	0.02	0.02	(0.02)
Unrealized gains (losses)	0.64	1.04	(1.74)	(0.23)	1.12
Total increase (decrease) from operations <sup>2</sup>	0.32	1.46	(1.28)	(0.01)	1.15
Distributions to unitholders:					
From income	-	(0.05)	-	-	-
From dividends	(0.21)	(0.34)	(0.07)	-	-
From capital gains	(0.11)	-	-	-	-
Return of capital	-	-	-	-	-
Total annual distributions <sup>3</sup>	(0.32)	(0.39)	(0.07)	-	-
Net assets, end of period <sup>4</sup>	\$12.13	\$12.13	\$11.01	\$12.54	\$11.40

### Series F Units - Ratios/Supplemental Data

For the periods ended	2017	2016	2015	2014	2013
Total net asset value	\$ 2,722,916	\$ 3,102,977	\$2,504,363	\$2,022,327	\$151,658
Number of units outstanding	224,496	255,828	227,399	161,307	13,288
Management expense ratio <sup>5</sup>	1.70% *	1.69%	1.71%	1.69%	1.65% *
Management expense ratio before waivers or absorptions <sup>5</sup>	3.62% *	3.39%	3.75%	5.39%	49.36% *
Trading expense ratio <sup>6</sup>	0.06% *	0.04%	0.09%	0.04%	0.05% *
Portfolio turnover rate <sup>7</sup>	8.14%	31.17%	22.23%	1.48%	3.61%
Net asset value per unit	\$12.13	\$12.13	\$11.01	\$12.54	\$11.41

† Initial offering price

\* Annualized

# **Explanatory Notes**

- 1. a) The information for March 31, 2017 is derived from the Fund's unaudited semi-annual financial statements and for September 30, 2016, 2015 and 2014 the information is derived from audited annual financial statements prepared in accordance with International Financial Reporting Standards. The information for prior years is derived from the Fund's audited annual financial statements prepared based on Canadian GAAP.
  - b) The following series of the Fund commenced operations on the following dates, which represents the date upon which securities of a series were first purchased by investors.

Series A Units	October 31, 2012
Series F Units	October 31, 2012

- 2. 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.
- 3. 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. The information for the period ended September 30, 2013 is derived from the Fund's annual audited financial statements prepared based on Canadian GAAP. Prior to September 30, 2014, for the purpose of processing unitholder transactions, net assets were calculated based on the closing market price, while for financial statement purposes net assets were calculated based on bid/ask price. For the periods ended March 31, 2017, September 30, 2016, 2015 and 2014, the information provided for processing unitholder transactions is consistent with the information provided for reporting purposes.
- 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, as applicable) 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). When applicable, the MER is calculated taking into consideration the expenses of the Fund allocated to the series including expenses indirectly attributable to its investments in ETFs divided by the average daily net asset value of the series of the Fund during the period.

6. 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.

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 the 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.



Historical annual compounded total returns as at March 31, 2017 include changes in unit value and distributions reinvested and do not take into account sales, redemption, distribution or optional charges or income taxes payable by any unitholder that would have reduced returns. Commissions, service fees, management fees and expenses may be associated with investment funds. Investment funds are not guaranteed, their values change frequently and past performance may not be repeated. Please read the prospectus before investing. PORTLAND, PORTLAND INVESTMENT COUNSEL and the Clock Tower Design are registered trademarks of Portland Holdings Inc. Used under licence by Portland Investment Counsel Inc.

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