

# Counsel Canadian Dividend

INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

For the period ended September 30, 2021

**Fund Manager**

Counsel Portfolio Services Inc.

**Sub-advisor**

Lincluden Investment Management Ltd.

This Interim Management Report of Fund Performance contains financial highlights but does not contain either the annual or interim financial statements of the investment fund. If you have not received a copy of the financial statements with this report, you may obtain a copy at no cost, by calling toll-free at 1-877-216-4979, by writing to us at Counsel Portfolio Services Inc, 5015 Spectrum Way, Suite 300, Mississauga, Ontario, L4W 0E4, by visiting our website at [www.counsel-services.com](http://www.counsel-services.com) or by visiting the SEDAR website at [www.sedar.com](http://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. For more information, please refer to the Fund's Simplified Prospectus and Annual Information Form, which may also be obtained, at no cost, using any of the methods outlined above.

Every effort has been made to ensure that the information contained in this report is accurate as of September 30, 2021; however, the Fund cannot guarantee the accuracy or the completeness of this material. Please refer to the Fund's Simplified Prospectus and audited annual financial statements for more information.

## CAUTION ON FORWARD-LOOKING STATEMENTS

This report may contain forward-looking statements which reflect our current expectations or forecasts of future events. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as: "expects", "anticipates", "intends", "plans", "believes", "estimates", "preliminary", "typical" and other similar expressions. In addition, these statements may relate to future corporate actions, future financial performance of a fund or a security and their future investment strategies and prospects. Forward-looking statements are inherently subject to, among other things, risks, uncertainties and assumptions which could cause actual events, results, performance or prospects to differ materially from those expressed in, or implied by, these forward-looking statements. These risks, uncertainties and assumptions include, without limitation, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, the volatility of global equity and capital markets, business competition, technological change, changes in securities legislation, changes in government regulations, changes in tax law, unexpected judicial or regulatory proceedings, catastrophic events, outbreaks of disease or pandemics (such as COVID-19), and the ability of Counsel Portfolio Services Inc. to attract or retain key employees. The foregoing list of important risks, uncertainties and assumptions is not exhaustive. Please consider these and other factors carefully and do not place undue reliance on forward-looking statements.

The forward-looking information contained in this report is current only as of the date of this report. There should not be an expectation that such information will in all circumstances be updated, supplemented or revised whether as a result of new information, changing circumstances, future events or otherwise.

# Management Discussion of Fund Performance

November 11, 2021

This Management Discussion of Fund Performance presents the views of Counsel Portfolio Services Inc. (“Counsel”) on the significant factors and developments during the period ended September 30, 2021 that have affected the Fund’s performance and outlook. For information on the Fund’s longer-term performance, please refer to the *Past Performance* section of the report.

In addition, net asset value (NAV) refers to the value of the Fund or a series, as calculated for transaction purposes, on which the discussion of Fund performance is based.

## Results of Operations Investment Performance

The performance of the Fund’s Series A securities is discussed below. The performance of all other series offered by the Fund is shown in the *Past Performance* section of this report. Where series returns differ, it is primarily because different levels of fees and expenses were charged to each series, or because securities of a series were not issued and outstanding for the entire reporting period. Please refer to the *Series Information* section of this report for the varying management and administration fees payable by series.

During the six-month period, the Fund’s Series A securities returned 8.05% (after deducting fees and expenses). This compares with an 8.73% return of the broad-based S&P/TSX Composite Total Return Index and an 8.58% return of the mandate-specific S&P/TSX Composite Dividend Total Return Index. All index and series returns are calculated on a total return basis in Canadian dollar terms. Investors cannot invest in an index without incurring fees, expenses and commissions, none of which are reflected in the index returns.

Canadian equities continued their upward momentum over the period, reaching new highs as ongoing COVID-19 vaccination programs and broader use of health and safety protocols facilitated further economic reopening. Significant government and central bank stimulus, both globally and in Canada, continued to underpin economic growth and equity valuations. The combination of economic reopening and tight supply supported a strong rise in oil prices, benefiting the Canadian energy sector. Within the S&P/TSX Composite Index, Information Technology, Energy and Real Estate were the strongest sectors, while Health Care, Consumer Discretionary and Materials were the weakest.

The broad-based index is designed to measure the performance of the entire Canadian equity market, whereas the Fund invests with a focus on dividend yielding equities. Given the Fund’s composition, the mandate-specific index provides a more meaningful comparison for relative performance.

The Fund underperformed the broad-based index primarily due to having no allocation in the Information Technology sector, as the sector generally does not pay adequate dividends or are not appropriately valued for inclusion in the Fund. The Fund underperformed its style-based index due to being underweight the Financials and Energy sectors relative to the index.

## Net Assets

The Fund’s NAV increased by \$5.9 million, or 11.9%, to \$55.8 million as at September 30, 2021, from \$49.9 million at March 31, 2021. Of this increase, \$4.2 million was attributable to investment performance (after deducting fees and expenses) and \$1.7 million to net sales.

## Fees and Expenses

The Management Expense Ratio (“MER”) for Series A of 2.33%, during the period ended September 30, 2021, was unchanged from the year ended March 31, 2021. The MERs for all series (before and after waivers or absorptions, if any) are presented in the *Financial Highlights* section of this report.

## Recent Developments

Ongoing uncertainty regarding the duration and long-term impact of the COVID-19 pandemic and the implementation of vaccination programs, as well as the efficacy of government and central bank monetary and fiscal interventions, may continue to affect the Fund’s performance in future periods.

There are several factors that the Fund’s sub-advisor is monitoring that could affect the economy and markets, including social and regulatory policies being implemented by China in certain sectors of their economy could have far-reaching implications to the rest of the markets. Meanwhile in the U.S., the focus has turned to the Federal Reserve and the potential that they might start to taper their level of quantitative easing towards the end of the year causing a rise in bond yields. In addition, there has been a disruption in the flow of trade amongst countries given the supply chain issues, which has resulted in higher prices for various commodities and products. The sub-advisor is also monitoring the health of the Canadian economy, which could impact several of the Fund’s holdings given its exposure to consumer spending. The sub-advisor notes that the Fund is currently more conservatively positioned than it was earlier in the year, through the reduction of holdings that have approached their target prices and trimming some of the

Energy exposure. The net result of these changes is an increase in the level of cash and a more conservative profile within its remaining holdings.

Effective September 22, 2021, Atul Tiwari was appointed to the Counsel Funds’ Independent Review Committee.

## Related Party Transactions

### Management and Administration Services

For each applicable series, the Fund paid management fees and administration fees to Counsel at the annual rates specified under *Series Information* in this report and as more fully described in the Simplified Prospectus. In return for the administration fees, Counsel pays all costs and expenses (other than certain specified fund costs) required to operate the Fund. See also *Management Fees*.

### Other Related Party Transactions

Counsel is a subsidiary of IGM Financial Inc. (“IGM”). IGM is a subsidiary of Power Corporation of Canada. Companies related to Power Corporation of Canada are therefore considered affiliates of Counsel. As of September 30, 2021, the Fund held an investment in Power Corporation of Canada valued at \$2.8 million. This investment is in accordance with standing instructions approved by the Counsel Funds’ Independent Review Committee (“IRC”) and represents 5.0% of the Fund’s net assets. The IRC issued the approval on the basis that these investments would be made in compliance with Counsel’s policies. Counsel’s policies are designed to ensure that the related party transaction:

- (i) is made free from any influence by an entity related to Counsel and without taking into account any considerations relevant to an entity related to Counsel;
- (ii) represents the business judgment of the sub-advisor, uninfluenced by considerations other than the best interests of the Fund; and
- (iii) achieves a fair and reasonable result for the Fund.

Other investment funds managed by Counsel (“Top Funds”) invest in Series O securities offered by the Fund on a prospectus-exempt basis in accordance with the investment objectives of those funds. As at September 30, 2021, Top Funds owned 8.9% of the Fund’s NAV and Series Private Wealth investors owned 6.2% of the Fund’s NAV. As of September 30, 2021, Counsel had not received notice of any large redemptions. All related party transactions are based on the NAV per security on each transaction day.

## Management Fees

The management fee for each applicable series is calculated and accrued daily as a percentage of its NAV. The Fund's management fees were used by the Manager to pay for: costs of managing the investment portfolio; providing investment analysis and recommendations; making investment decisions; the purchase and sale of the investment portfolio; and providing other services. The Manager also used the management fees to fund trailing commissions and other compensation (collectively, "Distribution Related Payments") paid to registered dealers and brokers whose clients invest in the Fund.

The following dealers, who are affiliated with Counsel, may be entitled to Distribution Related Payments from Counsel on the same basis as unrelated registered brokers and dealers: IPC Securities Corporation, Investors Group Securities Inc., IPC Investment Corporation, Investors Group Financial Services Inc. and Quadrus Investment Services Ltd.

During the period, approximately 33% of the total management fee revenues received from all Counsel funds were used to fund Distribution Related Payments to registered dealers and brokers. In comparison, such Distribution Related Payments for the Fund represented 40% of the management fees paid. This amount is an average percentage of the management fees paid by all series. The actual percentage for each series may be higher or lower than the average depending on the level of trailing commissions paid for that series. As Series E of this Fund pays lower management fees than Series A of most other Counsel Funds while paying the same trailer fee, Distribution Related Payments comprise a higher proportion of the Fund's management fee than the average for all Counsel Funds.

## Past Performance

The indicated rates of return are the historical annual compound total returns, including changes in NAV per security and assuming reinvestment of all distributions. They do not take into account sales, redemption, distribution or optional sales charges, management fees directly payable by investors or income taxes payable by any investor that would have reduced returns. Returns for each series primarily differ because fees and expenses vary for each series. Please refer to *Series Information* for further information. The past performance of the Fund is not necessarily an indication of how it will perform in the future.

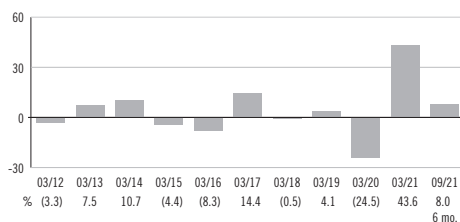
If you hold this Fund outside of a registered plan, income and capital gains distributions paid to you increase your income for tax purposes, whether paid in cash or reinvested in additional securities. The amount of reinvested taxable distributions is added to the adjusted cost base of the securities that you own. This would decrease your capital gain or increase your capital loss when you later redeem from the Fund, thereby ensuring that you are not taxed on this amount again. Please consult your tax advisor regarding your personal tax situation.

## Year-by-Year Returns

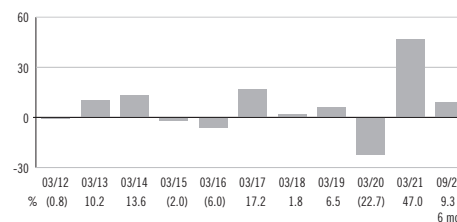
The bar chart shows how much an investment made on the first day of each financial year would have increased or decreased by the end of the respective periods. For the first year of a series, the percentage

shown will be the actual return of the series from its inception date, which can be found under *Series Information*. The chart illustrates how the Fund's performance has changed over time.

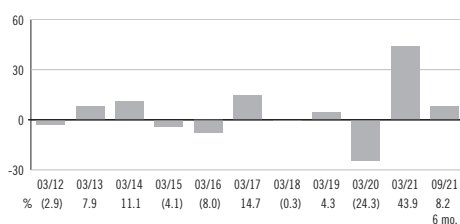
**SERIES A**



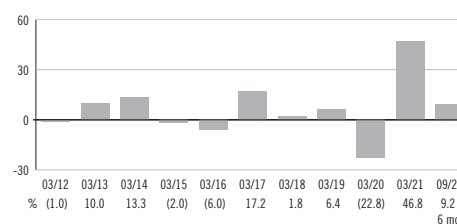
**SERIES O**



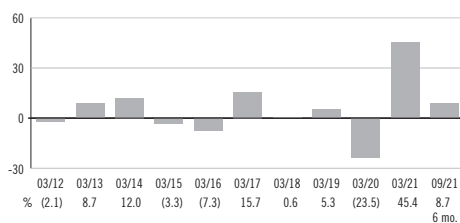
**SERIES E**



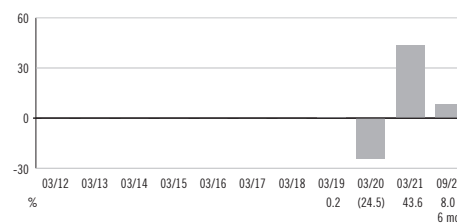
**SERIES PRIVATE WEALTH**



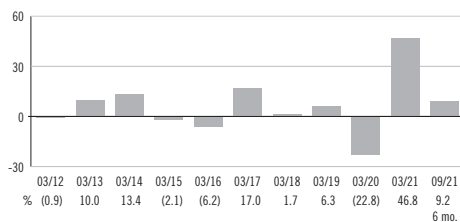
**SERIES F**



**SERIES T**



**SERIES I**



## Summary of Investment Portfolio

as at September 30, 2021

The largest holdings of the Fund (up to 25) as at the end of the period and the major asset classes in which the Fund was invested are indicated below. The investments and percentages may have changed by the time you purchase securities of this Fund. The top 25 holdings are made available quarterly, 60 days after quarter-end, except for March 31, which is the fiscal year-end for the Fund, when they are available after 90 days. Please see the front page for information about how they can be obtained.

### Summary of Top 25 Holdings

	% of net asset value
Cash and cash equivalents	6.6
The Toronto-Dominion Bank	6.2
Royal Bank of Canada	6.0
Power Corp. of Canada Sub. voting	5.0
Canadian Imperial Bank of Commerce	3.9
Hydro One Inc.	3.8
Shaw Communications Inc. Class B non-voting	3.8
BCE Inc.	3.4
The Bank of Nova Scotia	3.3
Metro Inc.	3.1
Empire Co. Ltd. Class A non-voting	3.1
Alimentation Couche-Tard Inc. Class B Sub. voting	3.0
Nutrien Ltd.	3.0
Rogers Communications Inc. Class B non-voting	2.8
Canadian Tire Corp. Ltd. Class A non-voting	2.8
Quebecor Inc. Class B Sub. voting	2.8
Pembina Pipeline Corp.	2.7
Enbridge Inc.	2.5
Canadian National Railway Co.	2.5
Magna International Inc.	2.4
TELUS Corp.	2.4
Intact Financial Corp.	2.4
Allied Properties Real Estate Investment Trust	2.4
Chartwell Retirement Residences	2.0
H&R Real Estate Investment Trust	2.0
	<b>83.9</b>

## Summary of Composition of the Portfolio

	% of net asset value
<b>BY ASSET TYPE</b>	
Equities	92.3
Cash and cash equivalents	6.6
Other	1.1
<b>Total</b>	<b>100.0</b>
<b>BY SECTOR</b>	
Financials	30.4
Communication Services	15.2
Consumer Staples	10.7
Energy	9.8
Real Estate	7.8
Utilities	5.7
Consumer Discretionary	5.2
Materials	3.0
Industrials	2.5
Health Care	2.0
Cash and cash equivalents	6.6
Other	1.1
	<b>100.0</b>
<b>BY COUNTRY</b>	
Canada	93.4
Cash and cash equivalents	6.6
	<b>100.0</b>
<b>CURRENCY EXPOSURE</b>	
Canadian dollars	99.9
United States dollars	0.1
	<b>100.0</b>

## 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 each of the fiscal periods presented below. If during the period a fund or series was established or reinstated, "period" represents the period from inception to the end of that fiscal period.

Series inception dates can be found under *Series Information*.

### Net Assets per Security<sup>1</sup>

<b>Series A</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	14.27	10.07	13.74	13.54	13.88	12.24
<b>Increase (decrease) from operations:</b>						
Total revenue	0.24	0.47	0.57	0.58	0.50	0.47
Total expenses	(0.18)	(0.28)	(0.32)	(0.32)	(0.34)	(0.34)
Realized gains (losses) for the period	0.07	(1.44)	0.36	0.43	0.78	0.36
Unrealized gains (losses) for the period	1.02	5.62	(3.87)	(0.15)	(1.01)	1.27
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.15	4.37	(3.26)	0.54	(0.07)	1.76
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	–	–	–	–	–
From Canadian dividends	–	(0.15)	(0.41)	(0.33)	(0.27)	(0.12)
From capital gains	–	–	–	–	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	–	(0.15)	(0.41)	(0.33)	(0.27)	(0.12)
<b>Net assets at period end</b>	15.41	14.27	10.07	13.74	13.54	13.88
<b>Series E</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	14.63	10.33	14.09	13.88	14.23	12.55
<b>Increase (decrease) from operations:</b>						
Total revenue	0.25	0.48	0.59	0.60	0.51	0.48
Total expenses	(0.17)	(0.27)	(0.30)	(0.30)	(0.31)	(0.31)
Realized gains (losses) for the period	0.08	(1.50)	0.37	0.44	0.80	0.37
Unrealized gains (losses) for the period	1.05	5.75	(3.96)	(0.16)	(1.03)	1.30
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.21	4.46	(3.30)	0.58	(0.03)	1.84
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	–	–	–	–	–
From Canadian dividends	(0.02)	(0.18)	(0.45)	(0.37)	(0.31)	(0.16)
From capital gains	–	–	–	–	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	(0.02)	(0.18)	(0.45)	(0.37)	(0.31)	(0.16)
<b>Net assets at period end</b>	15.80	14.63	10.33	14.09	13.88	14.23

<b>Series F</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	15.09	10.69	14.59	14.40	14.76	12.99
<b>Increase (decrease) from operations:</b>						
Total revenue	0.26	0.50	0.61	0.62	0.53	0.50
Total expenses	(0.09)	(0.14)	(0.16)	(0.17)	(0.19)	(0.20)
Realized gains (losses) for the period	0.07	(1.54)	0.39	0.46	0.83	0.38
Unrealized gains (losses) for the period	1.08	5.96	(4.11)	(0.17)	(1.08)	1.35
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.32	4.78	(3.27)	0.74	0.09	2.03
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	–	–	–	–	–
From Canadian dividends	(0.15)	(0.37)	(0.61)	(0.49)	(0.46)	(0.25)
From capital gains	–	–	(0.01)	(0.06)	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	(0.15)	(0.37)	(0.62)	(0.55)	(0.46)	(0.25)
<b>Net assets at period end</b>	16.26	15.09	10.69	14.59	14.40	14.76
<b>Series I</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	15.83	11.25	15.38	15.21	15.61	13.76
<b>Increase (decrease) from operations:</b>						
Total revenue	0.27	0.53	0.64	0.65	0.56	0.52
Total expenses	(0.02)	(0.03)	(0.03)	(0.03)	(0.04)	(0.04)
Realized gains (losses) for the period	(0.11)	(1.68)	0.41	0.48	0.87	0.40
Unrealized gains (losses) for the period	1.13	6.27	(4.33)	(0.18)	(1.13)	1.43
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.27	5.09	(3.31)	0.92	0.26	2.31
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	(0.01)	–	–	–	–
From Canadian dividends	(0.26)	(0.55)	(0.77)	(0.62)	(0.66)	(0.46)
From capital gains	–	–	(0.05)	(0.13)	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	(0.26)	(0.56)	(0.82)	(0.75)	(0.66)	(0.46)
<b>Net assets at period end</b>	17.03	15.83	11.25	15.38	15.21	15.61

Net Assets per Security<sup>1</sup> (continued)

Series O (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	15.44	10.98	15.00	14.87	15.26	13.45
<b>Increase (decrease) from operations:</b>						
Total revenue	0.26	0.51	0.63	0.64	0.54	0.51
Total expenses	–	(0.01)	(0.01)	–	(0.01)	(0.02)
Realized gains (losses) for the period	0.09	(1.67)	0.40	0.47	0.86	0.39
Unrealized gains (losses) for the period	1.10	6.06	(4.21)	(0.17)	(1.11)	1.40
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.45	4.89	(3.19)	0.94	0.28	2.28
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	(0.03)	–	–	–	–
From Canadian dividends	(0.27)	(0.54)	(0.76)	(0.65)	(0.67)	(0.48)
From capital gains	–	–	(0.06)	(0.14)	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	(0.27)	(0.57)	(0.82)	(0.79)	(0.67)	(0.48)
<b>Net assets at period end</b>	16.60	15.44	10.98	15.00	14.87	15.26

Series Private Wealth (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	15.78	11.22	15.33	15.15	15.55	13.70
<b>Increase (decrease) from operations:</b>						
Total revenue	0.27	0.52	0.64	0.65	0.56	0.52
Total expenses	(0.02)	(0.03)	(0.03)	(0.02)	(0.01)	(0.02)
Realized gains (losses) for the period	(0.31)	(1.93)	0.41	0.48	0.87	0.40
Unrealized gains (losses) for the period	1.12	6.16	(4.31)	(0.18)	(1.13)	1.42
<sup>2</sup> <b>Total increase (decrease) from operations</b>	1.06	4.72	(3.29)	0.93	0.29	2.32
<b>Distributions:</b>						
From income (excluding Canadian dividends)	–	(0.02)	–	–	–	–
From Canadian dividends	(0.26)	(0.54)	(0.75)	(0.62)	(0.68)	(0.49)
From capital gains	–	–	(0.06)	(0.13)	–	–
Return of capital	–	–	–	–	–	–
<sup>3</sup> <b>Total annual distributions</b>	(0.26)	(0.56)	(0.81)	(0.75)	(0.68)	(0.49)
<b>Net assets at period end</b>	16.97	15.78	11.22	15.33	15.15	15.55

Series T (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<b>Net assets, beginning of period</b>	8.32	6.41	9.46	10.00	n/a	n/a
<b>Increase (decrease) from operations:</b>						
Total revenue	0.14	0.29	0.38	0.25	n/a	n/a
Total expenses	(0.11)	(0.17)	(0.23)	(0.13)	n/a	n/a
Realized gains (losses) for the period	(0.11)	(0.90)	0.25	0.16	n/a	n/a
Unrealized gains (losses) for the period	0.58	3.43	(2.49)	(0.28)	n/a	n/a
<sup>2</sup> <b>Total increase (decrease) from operations</b>	0.50	2.65	(2.09)	–	n/a	n/a
<b>Distributions:</b>						
From income (excluding Canadian dividends)	0.01	–	–	–	n/a	n/a
From Canadian dividends	(0.01)	(0.13)	(0.27)	(0.09)	n/a	n/a
From capital gains	–	–	–	–	n/a	n/a
Return of capital	(0.30)	(0.60)	(0.70)	(0.44)	n/a	n/a
<sup>3</sup> <b>Total annual distributions</b>	(0.30)	(0.73)	(0.97)	(0.53)	n/a	n/a
<b>Net assets at period end</b>	8.69	8.32	6.41	9.46	n/a	n/a

<sup>1</sup> These calculations are prescribed by securities regulations and are not intended to be a reconciliation between opening and closing net assets per security. The information presented is derived from the Fund's financial statements prepared in accordance with IFRS. The net assets presented here in this table and in the financial statements may differ from the NAV; an explanation of these differences can be found in Note 2 of the Fund's Financial Statements.

<sup>2</sup> NAV and distributions per security figures are based on the actual number of securities outstanding at the relevant time. The increase (decrease) from operations is based on the weighted average number of securities outstanding over the financial period.

<sup>3</sup> Distributions were paid in cash, reinvested in additional securities of the Fund, or both.

## Ratios and Supplemental Data

<b>Series A</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	17,047	16,065	12,424	19,290	22,955	29,596
<sup>1</sup> Securities Outstanding (000's)	1,106	1,126	1,235	1,405	1,696	2,133
<sup>2</sup> Management expense ratio (%)	2.33	2.33	2.33	2.35	2.37	2.45
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	2.33	2.33	2.33	2.35	2.37	2.45
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40

<b>Series E</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	9,996	9,636	8,012	13,748	13,661	20,269
<sup>1</sup> Securities Outstanding (000's)	633	659	776	976	984	1,424
<sup>2</sup> Management expense ratio (%)	2.12	2.12	2.14	2.14	2.14	2.14
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	2.12	2.12	2.14	2.14	2.14	2.14
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40

<b>Series F</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	13,383	12,800	9,389	12,195	9,643	12,799
<sup>1</sup> Securities Outstanding (000's)	823	848	879	836	670	867
<sup>2</sup> Management expense ratio (%)	1.07	1.07	1.08	1.14	1.23	1.30
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	1.07	1.07	1.08	1.14	1.23	1.30
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40

<b>Series I</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	6,921	5,042	4,825	6,654	7,390	7,448
<sup>1</sup> Securities Outstanding (000's)	406	318	429	433	486	477
<sup>2</sup> Management expense ratio (%)	0.16	0.16	0.16	0.17	0.16	0.16
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	0.16	0.16	0.16	0.17	0.16	0.16
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40

<b>Series O</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	4,979	4,921	6,771	10,671	18,439	46,340
<sup>1</sup> Securities Outstanding (000's)	300	319	617	711	1,240	3,037
<sup>2</sup> Management expense ratio (%)	-	-	-	-	-	-
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	-	-	-	-	-	-
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40

<b>Series Private Wealth</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$000's)	3,453	1,405	1,587	2,935	1	1
<sup>1</sup> Securities Outstanding (000's)	203	89	142	192	-	-
<sup>2</sup> Management expense ratio (%)	0.17	0.17	0.17	0.17	0.17	-
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	0.17	0.17	0.17	0.17	0.17	-
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	0.06	0.12
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	22.78	67.40



## Ratios and Supplemental Data (continued)

<b>Series T</b> (in \$)	6 mo Sep. 30 2021	12 mo Mar. 31 2021	12 mo Mar. 31 2020	12 mo Mar. 31 2019	12 mo Mar. 31 2018	12 mo Mar. 31 2017
<sup>1</sup> Total net asset value (\$'000's)	33	11	8	45	n/a	n/a
<sup>1</sup> Securities Outstanding ('000's)	4	1	1	5	n/a	n/a
<sup>2</sup> Management expense ratio (%)	2.38	2.35	2.38	2.37	n/a	n/a
<sup>2</sup> Management expense ratio before waivers or absorptions (%)	2.38	2.35	2.38	2.37	n/a	n/a
<sup>3</sup> Trading expense ratio (%)	0.04	0.06	0.04	0.03	n/a	n/a
<sup>4</sup> Portfolio turnover rate (%)	14.71	22.54	23.73	9.56	n/a	n/a

<sup>1</sup> This information is provided as at the end of the fiscal period shown.

<sup>2</sup> MER and MER before waivers or absorptions ("Gross MER") are based on total expenses (excluding commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of average daily NAV during the period. In the period a series is established, the MERs and Gross MERs are annualized from the date of inception to the end of the period. MER and Gross MER may be impacted by decreases and/or increases in management fees and/or administration fees as discussed under Series Information. Where the Fund invests in securities of an Underlying Fund, the MERs and Gross MERs presented for the Fund include the portion of MERs of the Underlying Fund(s) attributable to this investment.

<sup>3</sup> The trading expense ratio ("TER") represents total commissions and other portfolio transaction costs incurred as an annualized percentage of the daily average NAV during the period. Where the Fund invests in securities of an Underlying Fund, the TERs presented for the Fund include the portion of TERs of its Underlying Fund(s) attributable to this investment.

<sup>4</sup> The portfolio turnover rate ("PTR") indicates how actively the portfolio advisor manages the investments. A PTR 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 PTR 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 PTR and the performance of the Fund. Costs incurred to realign the Fund's portfolio after a fund merger, if any, are excluded from the PTR.

## Series Information

The Fund may issue an unlimited number of securities for each series. The number of issued and outstanding securities of each series is disclosed in *Financial Highlights*. A 10-year history of the major changes affecting the Fund can be found in the Fund's Annual Information Form, available at [www.counselservices.com](http://www.counselservices.com).

Series	Date of Inception	Minimum Investment (\$)	Management Fee <sup>5</sup> (%)	Administration Fee <sup>5</sup> (%)
Series A <sup>1</sup>	January 7, 2009	1,000	1.85	0.25
Series E <sup>6</sup>	January 7, 2009	75,000	1.68	0.25
Series F <sup>2</sup>	January 7, 2009	1,000	0.85	0.15
Series I <sup>2,3,5</sup>	January 7, 2009	1,000	–	0.15
Series O <sup>4</sup>	January 7, 2009	–	–	–
Series Private Wealth <sup>8</sup>	January 7, 2009	–	–	0.15
Series T <sup>1,7</sup>	September 4, 2018	1,000	1.85	0.25

<sup>1</sup> Series A and T are the only series subject to sales or redemption charges; these charges are based on purchase options chosen. Securities purchased under the sales charge option may be subject to a negotiated fee of up to 5% at time of initial purchase. Securities previously purchased under the redemption charge or low-load options may be subject to a redemption fee of up to 5% or 2% respectively (based on date of initial purchase); new securities are not available under these options but may be acquired through switching from other Counsel funds.

<sup>2</sup> A negotiable advisory or asset-based fee (plus sales taxes) is payable by investors to their dealer(s) in connection with the securities held in this series. The fee may be collected by Counsel from the investor's account through redemption of securities and remitted to the dealer at the investor's request. Alternatively, the dealer may collect it directly from the investor.

<sup>3</sup> The management fee for this series is 0.85% and is payable directly to Counsel generally through the monthly redemption of securities.

<sup>4</sup> There are no management or administration fees for this series since these securities are designed to facilitate fund-of-fund investing where duplication of management fees is prohibited.

<sup>5</sup> Counsel may, at its discretion, waive or lower the management fee (either directly or indirectly) and/or administration fee payable by investors. Individual investors (excluding Series E investors) may be eligible for a management fee reduction subject to meeting certain requirements as discussed in the Fund's Simplified Prospectus.

<sup>6</sup> This series is not available for purchase.

<sup>7</sup> This series is designed for investors who want to receive a monthly cash distribution at an annualized rate of up to 8% per year. Effective, October 29, 2021, this series is no longer available for purchase.

<sup>8</sup> There are no management fees for Series Private Wealth. An investor must enter into an agreement to participate in a discretionary managed program offered by IPC Securities Corporation and agree to pay certain asset-based fees.

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