

SUPPORTING SUCCESS AT THE UNIVERSITY OF WINNIPEG



Overview of 2011/2012 Fundraising Results

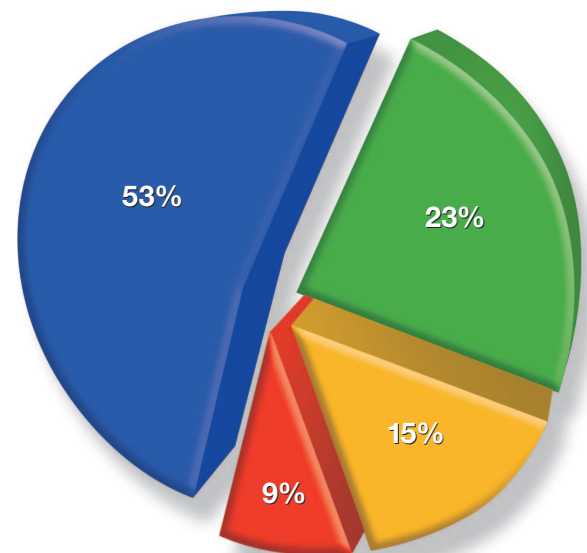
The University of Winnipeg and its Foundation are working together to transform the lives of our students by providing an exceptional learning experience based on excellence in teaching and research, support of academic, artistic and athletic pursuits, and a commitment to community learning and outreach programs.

This most recent fiscal year has proved, once again, what we at The University of Winnipeg know so well: that despite continued market instability, our success is dependent upon the financial support of those who care deeply about the mission and goals of our institution.

This past year, fundraising efforts raised more than \$6 million to support scholarships and bursaries, program enrichment and capital development.

Thanks to the continued vision and commitment of our Alumni and friends, this year marked the successful conclusion to our Capital Campaign, which raised an unprecedented \$135 million.

This extraordinary achievement would not have been possible without the overwhelming generosity of our donors, whose gifts have sparked a new and exciting chapter in campus history – enabling the University to continue its quest for excellence right in the heart of downtown Winnipeg.



- Student Awards \$3.32M
 - Academic Enhancements \$1.46M
 - Capital Projects \$0.97M
 - Other Projects \$0.60M
- Total: \$6.35M**

ENDOWMENT FUND PERFORMANCE... BUILDING LEGACIES

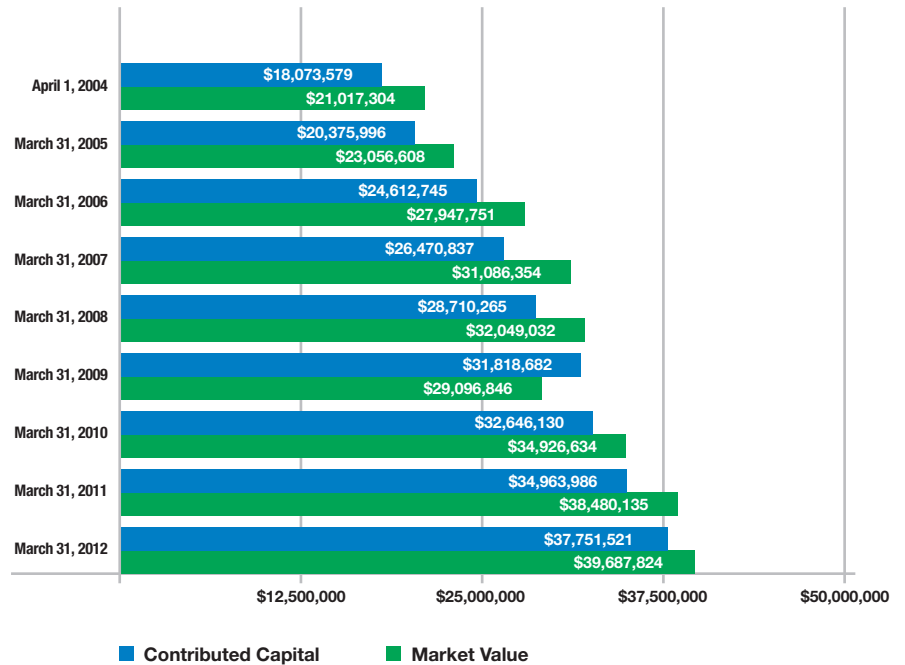
Growth of our Endowment Funds is a priority for the Foundation. We manage these funds to support the needs of students and researchers, and to fuel the endless discoveries and innovations taking place on campus. We think of the people and the possibilities as we manage the endowment fund with the utmost care and diligence that it deserves.

This following section provides information on how The University of Winnipeg Foundation (UWF) endowment is managed and invested, as well as an update on investment performance as of March 31, 2012.

Our Strategic Intent

To substantially increase the value of charitable gifts in support of The University of Winnipeg by delivering comprehensive fundraising campaigns to include Annual, Major and Planned Gifts, together with special contributions from Government and by being responsive and accountable for investment management and growth. The Foundation is also committed to supporting the Advancement operation of the University through Stewardship and Finance activity.

Donors may designate an endowed gift to create a new fund or contribute to an existing fund. These funds are held in perpetuity by UWF and are invested with other funds that comprise the UWF endowment to promote growth over the long term and protect against inflation.



Investing the UWF Endowment

The Foundation's investment policies call for a conservative, balanced approach utilizing cash, fixed income, and Canadian and foreign equities to prescribed limits. Equities are not to exceed 60% of the portfolio. The Foundation's investment policies are designed to provide consistent long-term growth while protecting the purchasing power of the Endowment Fund. The Foundation does not invest in speculative or high-risk investments.

Endowment Performance

The Endowment Fund generates revenues to support many University awards, programs and projects. Its resilience and growth is important in both the short and long term. The Foundation's policy is that contributed capital is not to be encroached upon and is preserved in perpetuity. From the time the Endowment Fund was transferred to the Foundation on April 1, 2004 to March 31, 2012 the Endowment Fund has grown from \$18,073,579 to \$37,751,521 in contributed capital.

Since April 1, 2011, the Endowment Fund has benefited from \$2,787,535 in cash and payments on pledges. Of this total \$648,855 in bequests designated to endowment have been received. In addition, generous and thoughtful donors have informed the Foundation of future bequests in support of the University, totaling \$5.5 million.

The University of Winnipeg Foundation stewards more than 500 individual endowed funds that are pooled for investment purposes to allow for diversification of the total portfolio in order to lower risk and improve performance.

GROWING AN EXTRAORDINARY RESOURCE

The University of Winnipeg is in a state of growth, both in physical size and enrollment. There has been a corresponding growth in programs and awards. The Foundation's Endowment Fund was established in order to ensure reliable regular funding to support these programs and awards. The Foundation does this in two ways: through its asset mix, and by way of a Reserve Fund, which serves as a hedge against fluctuations in investment earnings that may occur.

Reserve Fund (Market) \$1,936,303

OUR COMMITMENT TO THE UNIVERSITY... SUPPORTING STUDENTS

The University of Winnipeg Foundation Endowment Portfolio outperformed the market benchmark in the last quarter of the fiscal year. This positive growth is due to the recent improvement in market conditions, combined with growth in the number of endowed funds under our stewardship (20 new funds). This combination has replenished the Endowment Fund Reserve, enabling the Foundation to provide the University with a gift of \$1.264 million for the 2012-2013 academic year.

