

Prepared For:

University of Winnipeg Foundation

Dallas Goulden

901-491 Portage Ave.
Winnipeg, MB R3B 2E4
Canada

Contacts

Chad Van Norman

Managing Director & Portfolio Manager

(403) 233-9117 x3108

cvannorman@jflglobal.com

Mark Fattedad

Director & Portfolio Manager

(604) 676-3612 x4103

mfattedad@jflglobal.com

Jaidan Wilcox

Client Service Administrator

(403) 233-9117 x3114

jwilcox@jflglobal.com

Quarterly Report

June 30, 2020

Account

University of Winnipeg Foundation

JF11508

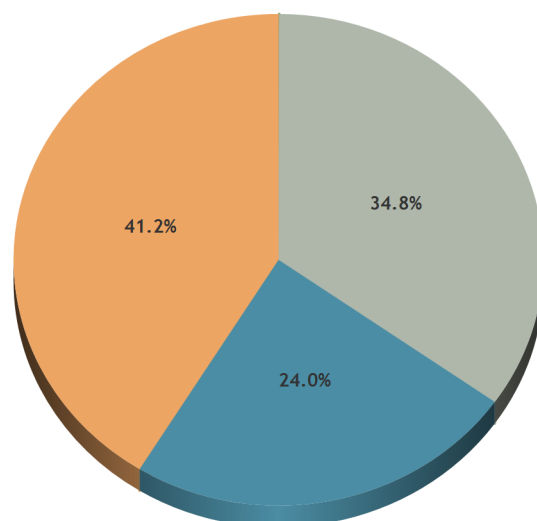
RBC Investor & Treasury Services *

139113002

* Custodian holding the securities for you

Asset Mix	31-Mar-2020		30-Jun-2020		Policy Range	Annual Income Estimate	Curr. Yield %
	Market Value	% Assets	Market Value	% Assets			
Fixed Income	39,729	36.0	41,999	34.8	30% - 50%	1,117	2.7
Cash and Equivalents	232	0.2	47	0.0	0% - 10%	0	0.0
Bonds	39,497	35.8	41,952	34.8	30% - 50%	1,117	2.7
Equity	70,591	64.0	78,647	65.2	50% - 70%	1,173	1.5
Canadian Equity	26,055	23.6	28,924	24.0	15% - 35%	671	2.3
Foreign Equity Funds	44,536	40.4	49,724	41.2		502	1.0
Total	110,319	100.0	120,646	100.0		2,290	1.9

Asset Mix as of 6/30/2020



Activity Summary

	Month to Date	Quarter to Date	Year to Date
Beginning Value	118,853	110,319	119,440
Contributions	0	0	0
Withdrawals	0	(185)	(372)
Income	534	534	957
Change in Market Value	1,260	9,978	622
Due to price variations	1,260	9,978	622
Due to foreign exchange variations	0	0	0
Ending Value	120,646	120,646	120,646

Performance Summary

	Month To Date	Quarter To Date	Year To Date
University of Winnipeg Foundation	1.51	9.54	1.33
Benchmark	1.69	11.52	0.95
Value Added	-0.18	-1.98	0.38

Benchmark as of:

07/31/2018 35.00% MSCI World Index C\$ - Net & 40.00% FTSE Canada Universe Bond Index & 25.00% S&P/TSX Composite Index

Note: For more details please refer to the Performance Overview page

Performance History

	Month To Date	Quarter To Date	Year To Date	Annualized Latest 1 Year	Annualized Since Inception 1/31/2019
TOTAL PORTFOLIO	1.51	9.54	1.33	6.76	10.73
<i>Benchmark</i>	1.69	11.52	0.95	5.44	8.66
<i>Value Added</i>	-0.18	-1.98	0.38	1.32	2.07
Bonds	1.92	6.22	8.13	8.70	10.04
<i>FTSE Canada Universe Bond Index</i>	1.69	5.87	7.53	7.88	9.31
Canadian Equity	2.50	11.01	-7.39	-1.30	4.97
<i>S&P/TSX Composite Index</i>	2.46	16.97	-7.47	-2.17	3.21
Foreign Equity Funds	0.60	11.65	1.47	10.27	14.99
<i>MSCI World Index C\$ - Net</i>	1.15	14.21	-1.03	7.19	10.92

*Note(s)

Benchmark as of:

07/31/2018 35.00% MSCI World Index C\$ - Net & 40.00% FTSE Canada Universe Bond Index & 25.00% S&P/TSX Composite Index

Performance Calculation Methodology

- Rates of return are time-weighted, which is a method of measuring performance that is not sensitive to contributions or withdrawals. Returns are calculated daily, using the gross (prior to the deduction of fees) modified Dietz method.
- As of 1/01/2010, returns and index data have been converted using the London 4pm exchange rates. Prior to this date, the Bank of Canada noon exchange rates were used.

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in your portfolio are related securities.

Economic and Market Review

HIGHLIGHTS

Economic Review

- While financial markets recouped the majority of the losses suffered in March, economic activity is nowhere near normal levels.
- The corporate bond markets in Canada and the U.S. rallied substantially on the back of actions from central bankers, with the announcement of their respective bond purchasing programs.
- Equity markets bounced back sharply with growth-focused markets and those with more cyclical constituents tending to fare well.

Investment Outlook

- In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained.
- Although financial markets are clearly anticipating a “V-shaped” economic recovery, much will come down to the size and impact of the expected second wave of infections expected in the autumn months.
- While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

By the end of the second quarter, financial markets recouped the majority of the losses suffered in March, in what can best be described as a triumph of the optimists. Economic activity is nowhere near normal levels, yet the direction has shifted from bad to good, which is enough for investors (and certainly some speculators) laden with cash. Central banks did not offer any resistance and, if anything, were extremely careful to assure investors that they are willing and able to offset any setbacks in the economic recovery and financial markets — although

they have repeatedly downplayed the potential for the latter. Fiscal policy efforts were more of a mixed bag as the inevitable political realities make additional stimulus more contentious, particularly with the upcoming U.S. national election. U.S. economic growth is expected to contract anywhere from 5-10% in 2020 and core inflation recorded its worst three-month annualized rate (-2.4%).

In our first quarter comments, we suggested that the recession would be “serious” and “with some caveats, we can say it will be short-lived”. Those caveats reflect the level of uncertainty that remains today. There are multiple unknowns, particularly as it relates to the intensity and path of the pandemic. We do not yet know when a vaccine or effective treatments will be made widely available; we do not yet know the full impact of political decision making on the spread of the virus or of human behavioral responses such as wearing masks and social distancing or refusing to do so. Nor do we yet know the extent of political and social unrest and their implications. What we can be somewhat confident of is the willingness of central bankers to ensure that asset markets function properly and that their prices have a chance to support the economic recovery. At this point, one could argue that valuations have moved ahead of the economic recovery, but this is not unusual as markets discount the future. What is unusual is the clarity with which central banks, and in particular the US Federal Reserve, have reinforced their commitment to sustain the recovery, leading to more support for asset prices than in the past. The one real risk to asset prices relying on that support is that it could be withdrawn, with the main impetus for that change in policy being a significant rise in inflation expectations.

Bond Markets

The corporate bond market rallied substantially in the second quarter on the back of actions by central bankers. In mid-April, the Bank of Canada announced its intention to introduce a \$10-billion corporate bond purchase program to buy eligible Canadian investment grade corporate bonds in the secondary market. With this unprecedented direct support, corporate bond spreads rallied strongly—a situation that is not typical during a very weak economic environment. Canadian corporate bonds posted strong gains with their yields declining by 88 bps on average while 10-year federal government bond yields declined by only 24 bps. Likewise, in April,

the U.S. Federal Reserve also announced its support for high-yield credit markets, leading to a significant rally in high-yield corporate bonds (rated below investment grade or BBB) despite the likelihood of a substantial rise in default rates.

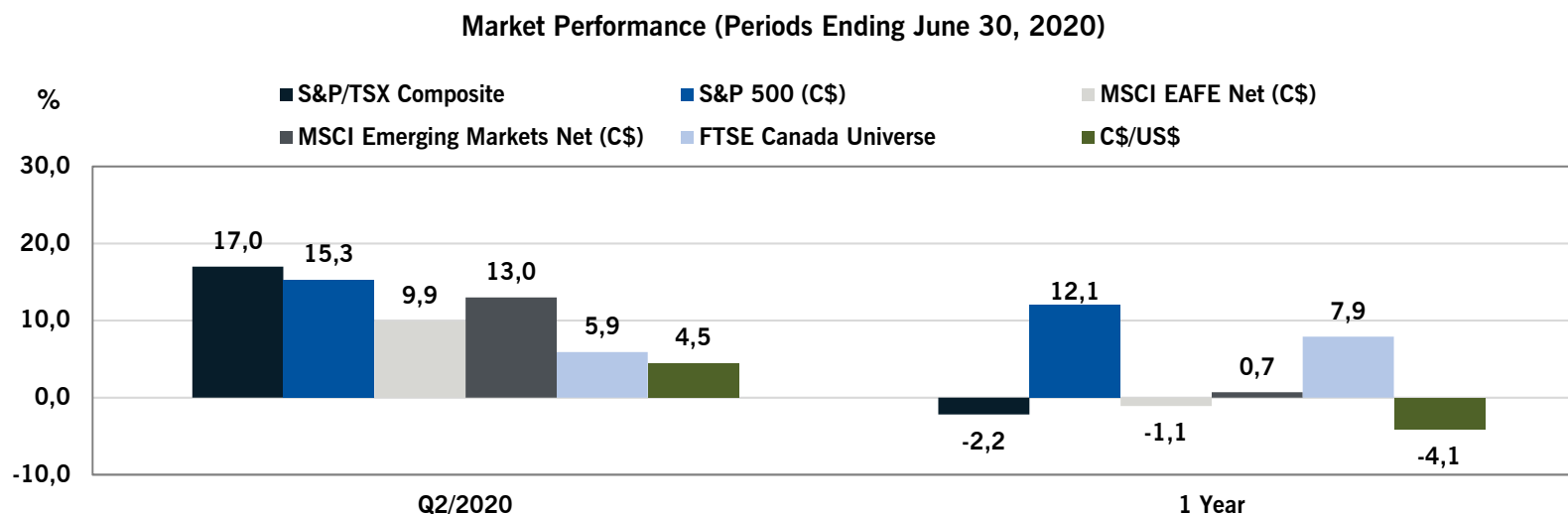
Equity Markets

The second quarter provided an extremely sharp bounce back in equity markets, encouraged by unprecedented coordinated monetary and fiscal stimuli globally along with signs of improvement of the COVID-19 pandemic within certain regions. The MSCI All Countries World Net Index, a broad proxy for global market indexes, posted a return of 19.2% (in USD) for the second quarter, its strongest quarter since 2009. Primarily cyclical sectors led the recovery (Materials, Information Technology, Consumer Discretionary, Industrials) while more defensive areas lagged (Consumer Staples, Utilities, Real Estate).

From a sector standpoint, Information Technology continued to lead the way in most markets. The combination of recurring cash flows, wide-ranging capital deployment opportunities in a more digitized world, and the potential for continued “work from home” recommendations propelled many shares to all-time highs. Also notable was the Consumer Discretionary sector, as the prospects for a gradual reopening of the global economy buoyed hopes of the return to consumer spending. Materials stocks also performed well in many markets, with gold companies notably continuing to contribute to Canadian index returns.

Several areas that provided resiliency in the first quarter failed to keep up with the rebound during the second quarter. Consumer Staples, which benefitted from outsized in-home purchases at the onset of the pandemic, posted more modest gains with the expectation of some de-stocking. Banks also posted fairly tepid returns with the prospect of lower rates for the foreseeable future, increasing credit cycle risk and heightened regulatory scrutiny weighing on sentiment.

Regionally, growth-focused markets and those with more cyclical constituents tended to fare well. The U.S. market continued to be a strong performer, with the technology heavyweights propelling benchmarks forward despite ongoing social unrest and a resurgence of COVID-19 cases in many states that relaxed guidelines too soon. Several commodity-linked markets, such as Australia and South Africa, also showed gains, as commodity prices rebounded from their lows and their respective currencies recovered. Conversely, more conservative areas with lower currency beta failed to keep pace. Canadian market returns were broadly in line with most other global indexes in the quarter.



Annualized Returns for Periods Ending June 30, 2020					
	Q2	1 Year	2 Years	3 Years	S.I. (03/31/2017)
	(%)	(%)	(%)	(%)	(%)
JF FFF Bond Fund	6.2	8.7	8.3	5.7	5.5
FTSE Canada Universe	5.9	7.9	7.6	5.3	5.3

Rates of return have been calculated using the NAV and are reported gross of fees.

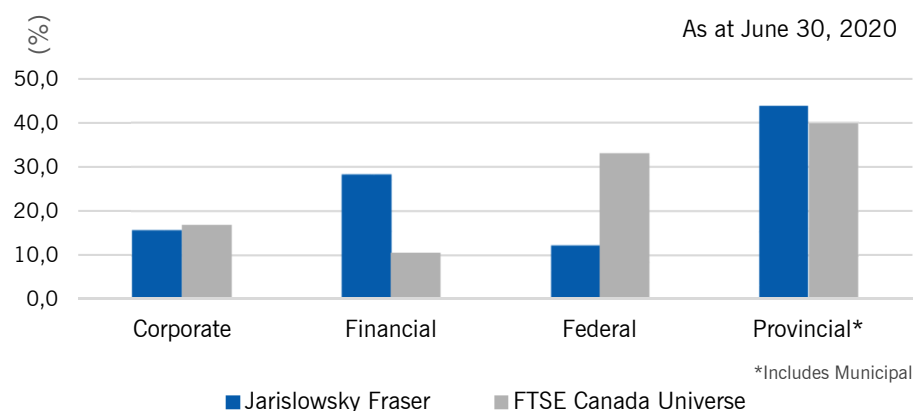
Portfolio Review

FTSE Canada Universe Sector Performance June 30, 2020

Sector Index	Q2	1 Year
Short-term	2.2	4.5
Mid-term	4.8	8.1
Long-term	11.2	12.0
Universe	5.9	7.9

The FFF Bond Fund outperformed its FTSE Canada Bond Universe benchmark for the quarter. The main contributor, which was the main detractor in the last quarter, was the overweight position in corporate bonds. We added to our exposure during the quarter given the historical level of their extra yield. We had been building capacity to add credit risk over the last year, which proved advantageous in the recent sell-off. Security selection also contributed positively to performance. The only negative contributor continues to be our shorter duration, or interest rate exposure, as yields continued to decline, although the decline was minor relative to the first quarter.

During the quarter, the Canadian bond market rose 5.9% with corporate bonds producing an 8.1% return. The spread, or difference, between corporate and government bond yields narrowed by 88 bps during the period. Essentially, the riskier the corporate bond, the better it performed. The credit curve also rebounded with corporate spreads on short-term corporate bonds recovering more strongly than those for long-term bonds. The central bank support facilities and asset purchases had a large impact as they started operations in the quarter. The Fitch rating agency downgraded the Government of Canada debt rating from AAA to AA+ given the increased deficits related to the pandemic response. We would not want to downplay the implications too much, but historically the impact of these sovereign rating changes tend to be short-lived, particularly for countries that retain their ability to pay off their debt in their own currency.



Investing in Green Bonds

The fund currently holds 30% in sustainable finance bonds with 29.4% of the fund in green bonds and 0.6% in sustainability bonds. Green bonds are an important mechanism for financing the transition to a low-carbon economy. Green bonds are a way for issuers to raise money specifically for environmentally friendly projects, such as renewable energy, energy efficiency, or clean transportation. In addition, they function just like standard bonds, with a credit profile linked to that of the issuer.

Listing of Sustainable Finance Bonds Held in the JF FFF Bond Fund

Issuer	SF Label	Weight	Coupon	Maturity
Province of Ontario	Green	7.1%	2.65%	5-Feb-25
Province of Quebec	Green	5.5%	1.85%	13-Feb-27
Province of Ontario	Green	5.1%	1.85%	1-Feb-27
Province of Quebec	Green	4.3%	2.60%	6-Jul-25
Manulife Financial Corp	Green	2.7%	3.32%	9-May-28
CPPIB (Canada Pension Plan Investment Board)	Green	2.3%	3.00%	15-Jun-28
City of Toronto	Green	2.2%	2.60%	24-Sep-39
IBRD (World Bank)	Sustainability	0.6%	1.80%	26-Jul-24

Outlook

In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained. Think of your neighborhood restaurant trying to turn a profit at 50% capacity without changing prices. There are still long-term disinflationary influences such as the extreme level of debt obligations, but the economic shutdown has accelerated the marriage of monetary and fiscal policy actions. So far, the U.K. is the only developed economy that has used the central bank to directly fund federal government spending (on a temporary basis). Should other countries see fit to follow their path, our concerns of an imminent rise in inflation will be justified. Needless to say, we are extremely vigilant in our analysis of such a trajectory as the implications for financial markets would be significant.

Financial markets are clearly anticipating a “V-shaped” economic recovery. Indeed, there are certain parts of the economy which can recover quicker, and signs of that have been seen in above-consensus job gains in the past two months. Yet there are other areas, such as travel and leisure, which will surely take much longer to return to normal, if that is even possible.

Taking all of this into consideration, much will come down to the size and impact of the expected second wave of infections expected in the autumn months, and what further measures will be taken by governments and central banks as a response. Given this uncertainty, having a deep understanding of the companies we invest in is as important as ever. Not only do we continuously analyze the quality of their balance sheets and the sustainability of their earnings, our focus on assessing the strength of management teams is equally as important. While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

This document is provided for information purposes only to clients of Jarislowsky, Fraser Limited (JFL). All opinions and estimates contained in this report constitute JFL's judgement as of the time of writing and are provided in good faith. All data, facts and opinions presented in this document may change without notification. This is not a solicitation for business. Past performance is not a guide to future performance. Future returns are not guaranteed. No use of the Jarislowsky, Fraser Limited name or any information contained in this report may be copied or redistributed without the prior written approval of JFL.

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in the portfolio are related securities.

Sources: Jarislowsky, Fraser Limited, MSCI Inc., PC Bond Analytics, Bloomberg, RBC Capital Markets.

Economic and Market Review

HIGHLIGHTS

Economic Review

- While financial markets recouped the majority of the losses suffered in March, economic activity is nowhere near normal levels.
- The corporate bond markets in Canada and the U.S. rallied substantially on the back of actions from central bankers, with the announcement of their respective bond purchasing programs.
- Equity markets bounced back sharply with growth-focused markets and those with more cyclical constituents tending to fare well.

Investment Outlook

- In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained.
- Although financial markets are clearly anticipating a “V-shaped” economic recovery, much will come down to the size and impact of the expected second wave of infections expected in the autumn months.
- While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

By the end of the second quarter, financial markets recouped the majority of the losses suffered in March, in what can best be described as a triumph of the optimists. Economic activity is nowhere near normal levels, yet the direction has shifted from bad to good, which is enough for investors (and certainly some speculators) laden with cash. Central banks did not offer any resistance and, if anything, were extremely careful to assure investors that they are willing and able to offset any setbacks in the economic recovery and financial markets —although

they have repeatedly downplayed the potential for the latter. Fiscal policy efforts were more of a mixed bag as the inevitable political realities make additional stimulus more contentious, particularly with the upcoming U.S. national election. U.S. economic growth is expected to contract anywhere from 5-10% in 2020 and core inflation recorded its worst three-month annualized rate (-2.4%).

In our first quarter comments, we suggested that the recession would be “serious” and “with some caveats, we can say it will be short-lived”. Those caveats reflect the level of uncertainty that remains today. There are multiple unknowns, particularly as it relates to the intensity and path of the pandemic. We do not yet know when a vaccine or effective treatments will be made widely available; we do not yet know the full impact of political decision making on the spread of the virus or of human behavioral responses such as wearing masks and social distancing or refusing to do so. Nor do we yet know the extent of political and social unrest and their implications. What we can be somewhat confident of is the willingness of central bankers to ensure that asset markets function properly and that their prices have a chance to support the economic recovery. At this point, one could argue that valuations have moved ahead of the economic recovery, but this is not unusual as markets discount the future. What is unusual is the clarity with which central banks, and in particular the US Federal Reserve, have reinforced their commitment to sustain the recovery, leading to more support for asset prices than in the past. The one real risk to asset prices relying on that support is that it could be withdrawn, with the main impetus for that change in policy being a significant rise in inflation expectations.

Bond Markets

The corporate bond market rallied substantially in the second quarter on the back of actions by central bankers. In mid-April, the Bank of Canada announced its intention to introduce a \$10-billion corporate bond purchase program to purchase eligible Canadian investment grade corporate bonds in the secondary market. With this unprecedented direct support, corporate bond spreads rallied strongly—a situation that is not typical during a very weak economic environment. Canadian corporate bonds posted strong gains with their yields declining by 88 bps on average while 10-year federal government bond yields declined by only 24 bps. Likewise,

in April, the U.S. Federal Reserve also announced its support for high-yield credit markets, leading to a significant rally in high-yield corporate bonds (rated below investment grade or BBB) despite the likelihood of a substantial rise in default rates.

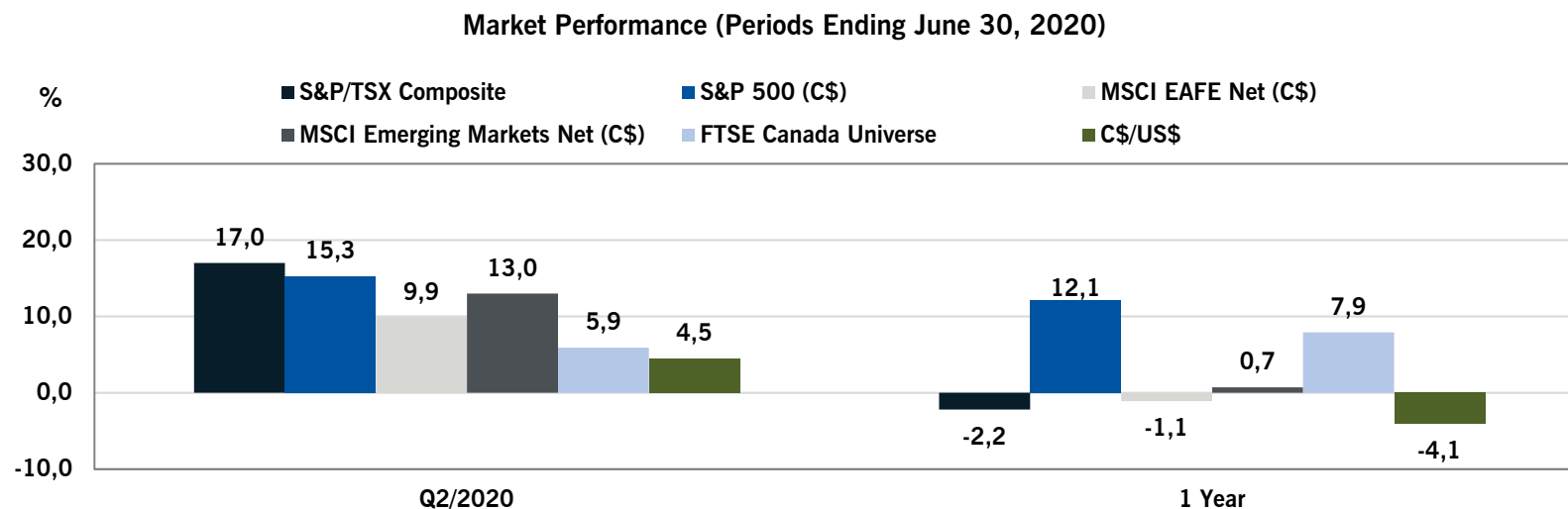
Equity Markets

The second quarter provided an extremely sharp bounce back in equity markets, encouraged by unprecedented coordinated monetary and fiscal stimuli globally along with signs of improvement of the COVID-19 pandemic within certain regions. The MSCI All Countries World Net Index, a broad proxy for global market indexes, posted a return of 19.2% (in USD) for the second quarter, its strongest quarter since 2009. Primarily cyclical sectors led the recovery (Materials, Information Technology, Consumer Discretionary, Industrials) while more defensive areas lagged (Consumer Staples, Utilities, Real Estate).

From a sector standpoint, Information Technology continued to lead the way in most markets. The combination of recurring cash flows, wide-ranging capital deployment opportunities in a more digitized world, and the potential for continued “work from home” recommendations propelled many shares to all-time highs. Also notable was the Consumer Discretionary sector, as the prospects for a gradual reopening of the global economy buoyed hopes of the return to consumer spending. Materials stocks also performed well in many markets, with gold companies notably continuing to contribute to Canadian index returns.

Several areas that provided resiliency in the first quarter failed to keep up with the rebound during the second quarter. Consumer Staples, which benefitted from outsized in-home purchases at the onset of the pandemic, posted more modest gains with the expectation of some de-stocking. Banks also posted fairly tepid returns with the prospect of lower rates for the foreseeable future, increasing credit cycle risk and heightened regulatory scrutiny weighing on sentiment.

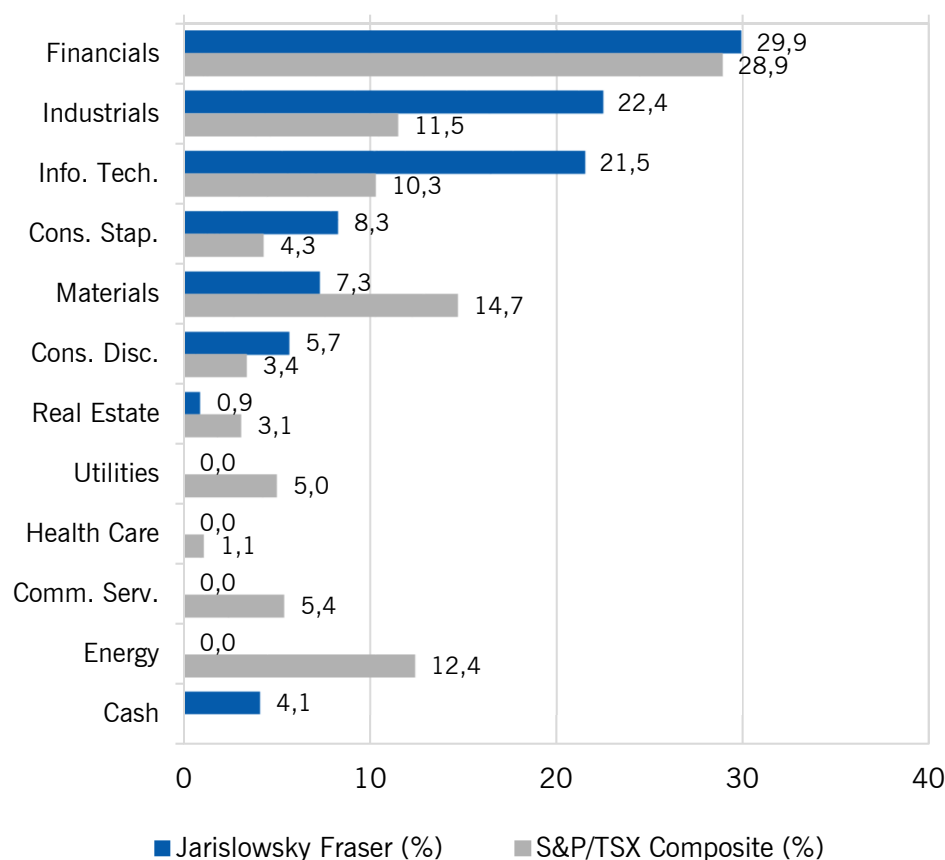
Regionally, growth-focused markets and those with more cyclical constituents tended to fare well. The U.S. market continued to be a strong performer, with the technology heavyweights propelling benchmarks forward despite ongoing social unrest and a resurgence of COVID-19 cases in many states that relaxed guidelines too soon. Several commodity-linked markets, such as Australia and South Africa, also showed gains, as commodity prices rebounded from their lows and their respective currencies recovered. Conversely, more conservative areas with lower currency beta failed to keep pace. Canadian market returns were broadly in line with most other global indexes in the quarter.



Annualized Returns for Periods Ending June 30, 2020					
	Q2	1 Year	2 Years	3 Years	S.I. (05/31/2017)
	(%)	(%)	(%)	(%)	(%)
JF Fossil Fuel Free Canadian Equity Fund	11.0	-1.3	4.0	5.5	5.5
S&P/TSX Composite	17.0	-2.2	0.8	3.9	3.9
S&P/TSX 60 Fossil Fuel Free Index	14.5	1.5	4.6	5.9	5.9

Returns have been calculated using the net asset value (NAV), are gross of management fees and in Canadian dollars. C\$ Index returns and NAV values have been calculated using the London 4PM closing FX rates. Returns for periods greater than 1 year are annualized.

As at June 30, 2020



Portfolio Review

It was a difficult quarter for the FFF Canadian equity portfolio which underperformed the S&P/TSX Composite Index (+17.0%), largely due to a substantial rally in gold and other precious metals stocks, as well as our underweight position in Shopify, which more than doubled during the quarter and now stands as the largest stock in the index.

The best performing sectors in the index during this quarter were Information Technology (+68.3%), Materials (+41.9%) and Consumer Discretionary (+32.8%). Consumer Discretionary benefitted from a rebound following a dismal first quarter, with strong performance from companies like **Restaurant Brands International** (+32%) and the more cyclical areas like car parts manufacturers and recreational product companies. The strength in the Materials sector was driven by gold stocks, which continue to benefit from the elevated price of gold (~\$1,800 per ounce) due to fear around the pandemic and very low/negative real yields. **Shopify** (+119%) continues to lead the IT sector, as the company is very well positioned to benefit from the acceleration of digital adoption. The defensive sectors such as Communication Services (-0.9%), Real Estate (+11.7%) and Utilities (+3.7%) lagged the index in the second quarter, as did Financials (+6.2%), despite the reporting of reassuring, albeit weak, quarterly results from banks and insurers.

Our absence from gold stocks has detracted from our year-to-date performance, which is in line with the index. As has been mentioned in the past, we do not favour gold stocks over the long term because of the lack of predictability in revenue, high debt levels and underwhelming capital allocation track records. The three main positive contributors to the portfolio year-to-date are the absence of **Suncor** (-45%), as well as our overweight position in **Stantec** (+17%), **Enghouse Systems** (+51%),

and **Descartes Systems Group** (+29%). We believe Stantec is positioned to benefit from infrastructure and other government-related projects going forward. Our top detractors are our underweight position in **Shopify** (+158%) and absence of **Barrick** (+52%), as well as our overweight position in **Gildan** (-45%). The severe market downturn in the first quarter gave us the opportunity to initiate a position in Shopify, which now represents a substantial 4.3% of the portfolio (vs. 6.3% of the index), but the stock more than doubled in this quarter as it became clear that trends towards consumer digital adoption were accelerating. Gildan struggled in the quarter, as the company has not yet recovered from the impact of event cancellations such as concerts and sports events. However, we are confident that it is well positioned for an eventual strong recovery given the company's low debt level coupled with the lowest manufacturing cost.

Noteworthy Changes

During the quarter, we initiated a new position in **Magna International** and added to our position in **Altus**.

Magna International (MG)

Consumer Discretionary; Auto Parts & Equipment

Market & Industry: The automotive industry is cyclical, however, global auto production has grown at 2.5% CAGR over the past fifteen years with growth in the emerging market middle class, and more modest growth in developed market demand. In general, original equipment manufacturers (OEMs) have increased their reliance on strong third-party suppliers, meaning that global suppliers can outgrow end market demand. Moreover, in an effort to improve efficiency and profitability, OEMs have shifted to global production platforms that favour suppliers that can meet their global demands.

Company: Magna is the third largest global automotive supplier, and has a strong track record for free cash flow generation and advantaged global scale – outgrowing global production by ~5% annually over the last cycle. Magna enjoys many sustainable business drivers regardless of the automotive industry outcome (electric vehicles, autonomous, Mobility-as-a-Service). Globally, Magna is well aligned with the OEMs to win business on global platforms. By product, the company has invested significantly over the years to diversify away from legacy products to tech enabled/on-trend categories such as Power & Vision systems, and “future proofed” legacy products by focusing on light weighting. Complete Vehicle Assembly is core to the competitive advantage, and highlight Magna's strong engineering and design capabilities that

are fully aligned with OEMs. Magna's EBIT margins have increased 80% peak to peak after Don Walker was given responsibility of overseeing Magna globally, and those higher margins provide more downside protection, giving us comfort in buying this high quality cyclical.

Management: Magna has a very good management team led by Don Walker, who started at Magna in 1987, and has been CEO/Co-CEO since 1994. Since Frank Stronach left the company, Walker has focused on “World Class Manufacturing” to drive down waste, and operate with efficient plants, which has led to significant improvements in profitability. The entrepreneurial culture, decentralized structure and performance-based compensation are all core to the competitive advantage at Magna.

Valuation: Trading at only 1.3x BV, Magna's stock presents good value for a high quality cyclical. Historically, Magna has traded at 10x earnings and 1.7x BV, so there is potentially 30% upside from valuation alone. Using a conservative DCF and modest terminal value at ~5.5x EV/EBITDA, there is a 50% margin of safety to the current share price.

ESG Considerations: Magna's governance is solid post the dual class structure collapse in August 2011. Magna has a strong sustainability structure for managing day-to-day management as well as company-wide initiatives.

Reporting is aligned with the Task Force on Climate related Financial Disclosures (“TCFD”) and the Sustainability Accounting Standards Board's Auto Parts accounting standard. Core areas of focus include: i) Talent Management: Magna was awarded Forbes Canada's Best Employer 4 years in a row. With respect to diversity, 26% of employees, 15% of key positions and 36% of directors are women ii) Energy use, water and waste management: 65% of divisions are actively working to reduce energy intensity, and Magna's carbon intensity is 10% lower than its industry. Many of Magna's products are designed to reduce vehicle weight and increase fuel economy. The company targets a 1.5% pa reduction in water use, and has a zero waste to landfill target for 2022.

FFF Inclusion Rationale:

- Magna does not produce engines, but instead produces auto parts.
- Currently, we estimate that less than 5% of its business is locked into internal combustion engine vehicles, with the rest well suited for the transition to electric vehicles (e.g. light weighting materials for body exteriors and structures).
- Magna has capabilities that are necessary for the more widespread adoption of electric vehicles, autonomous driving, and Mobility-as-a-Service (e.g. e-Drive systems, multi-material battery frames, sensing technology)
- As noted above, Magna has made efforts to reduce its carbon intensity and resource use, bringing its carbon intensity 10% below its industry.

Climate Spotlight

Stantec Inc., the sixth largest holding in the portfolio, is an example of a company providing climate solutions and targeting emission reductions within its own value chain.

It has committed to reducing its Scope 1 and 2 CO₂e per employee by 40% over 2013 by 2028, and has already achieved a 39% reduction as of the end of 2019.

Stantec estimates that 25% of its revenue comes from low-carbon services that allow its clients to avoid emissions. These include waste-to-energy projects, renewable power design, battery storage, and forest management services. It also has climate adaptation and mitigation programs that help its clients to track emissions and develop systems to mitigate them.

One particularly interesting example of a climate solution that Stantec enabled is the Gull Bay First Nation Diesel Offset Microgrid. Located 175 km north of Thunder Bay, Ontario, Koriashke Zaaging Anishinaabek – also known as Gull Bay First Nation – was one of 170 remote First Nations communities in Canada that are overwhelmingly reliant on diesel generation as the only electricity source. This has negative environmental and social consequences, ranging from intensive GHG emissions, noise/air pollution and the accompanying health effects to the fact that diesel fuel must be transported in over great distances, bringing with it high costs and the threat of an interruption in supply.

Working with the Gull Bay First Nation Chief and Council, Alltrade, and Ontario Power Generation, Stantec provided the engineering and consulting services to design and engineer the first fully integrated solar energy storage microgrid system in one of Canada's remote First Nations communities. This solar power system, combined with energy storage batteries, has been operational since 2019 and allows the community to reduce its use of diesel, projected to eliminate 400 tonnes of carbon emissions annually, on top of improving the energy security and health of residents.

This is just one example of the ways that Stantec is helping to provide climate solutions that improve emissions profiles and quality of lives, as well as reducing emissions within its own operations.

Outlook

In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained. Think of your neighborhood restaurant trying to turn a profit at 50% capacity without changing prices. There are still long-term disinflationary influences such as the extreme level of debt obligations, but the economic shutdown has accelerated the marriage of monetary and fiscal policy actions. So far, the U.K. is the only developed economy that has used the central bank to directly fund federal government spending (on a temporary basis). Should other countries see fit to follow their path, our concerns of an imminent rise in inflation will be justified. Needless to say, we are extremely vigilant in our analysis of such a trajectory as the implications for financial markets would be significant.

Financial markets are clearly anticipating a “V-shaped” economic recovery. Indeed, there are certain parts of the economy which can recover quicker, and signs of that have been seen in above-consensus job gains in the past two months. Yet there are other areas, such as travel and leisure, which will surely take much longer to return to normal, if that is even possible.

Taking all of this into consideration, much will come down to the size and impact of the expected second wave of infections expected in the autumn months, and what further measures will be taken by governments and central banks as a response. Given this uncertainty, having a deep understanding of the companies we invest in is as important as ever. Not only do we continuously analyze the quality of their balance sheets and the sustainability of their earnings, our focus on assessing the strength of management teams is equally as important. While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

The Global Industry Classification Standard ("GICS") was developed by and is the exclusive property and a service mark of MSCI Inc. ("MSCI") and Standard & Poor's Financial Services LLC ("S&P") and is licensed for use by Jarislowsky, Fraser Limited. Neither MSCI, S&P, nor any other party involved in making or compiling the GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

This document is provided for information purposes only to clients of Jarislowsky, Fraser Limited (JFL). All opinions and estimates contained in this report constitute JFL's judgement as of the time of writing and are provided in good faith. All data, facts and opinions presented in this document may change without notification. This is not a solicitation for business. Past performance is not a guide to future performance. Future returns are not guaranteed. No use of the Jarislowsky, Fraser Limited name or any information contained in this report may be copied or redistributed without the prior written approval of JFL.

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in the portfolio are related securities.

Sources: Jarislowsky, Fraser Limited, MSCI Inc., S&P Financial Services LLC, TSX Inc., PC Bond Analytics, Global Industry Classification Standard (GICS) by MSCI and Standard and Poor's, Wilshire Atlas Analytics, Bloomberg, RBC Capital Markets.

Economic and Market Review

HIGHLIGHTS

Economic Review

- While financial markets recouped the majority of the losses suffered in March, economic activity is nowhere near normal levels.
- The corporate bond markets in Canada and the U.S. rallied substantially on the back of actions from central bankers, with the announcement of their respective bond purchasing programs.
- Equity markets bounced back sharply with growth-focused markets and those with more cyclical constituents tending to fare well.

Investment Outlook

- In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained.
- Although financial markets are clearly anticipating a “V-shaped” economic recovery, much will come down to the size and impact of the expected second wave of infections expected in the autumn months.
- While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

By the end of the second quarter, financial markets recouped the majority of the losses suffered in March, in what can best be described as a triumph of the optimists. Economic activity is nowhere near normal levels, yet the direction has shifted from bad to good, which is enough for investors (and certainly some speculators) laden with cash. Central banks did not offer any resistance and, if anything, were extremely careful to assure investors that they are willing and able to offset any setbacks in the

economic recovery and financial markets—although they have repeatedly downplayed the potential for the latter.

Fiscal policy efforts were more of a mixed bag as the inevitable political realities make additional stimulus more contentious, particularly with the upcoming U.S. national election. U.S. economic growth is expected to contract anywhere from 5-10% in 2020 and core inflation recorded its worst three-month annualized rate (-2.4%).

In our first quarter comments, we suggested that the recession would be “serious” and “with some caveats, we can say it will be short-lived”. Those caveats reflect the level of uncertainty that remains today. There are multiple unknowns, particularly as it relates to the intensity and path of the pandemic. We do not yet know when a vaccine or effective treatments will be made widely available; we do not yet know the full impact of political decision making on the spread of the virus or of human behavioral responses such as wearing masks and social distancing or refusing to do so. Nor do we yet know the extent of political and social unrest and their implications. What we can be somewhat confident of is the willingness of central bankers to ensure that asset markets function properly and that their prices have a chance to support the economic recovery. At this point, one could argue that valuations have moved ahead of the economic recovery, but this is not unusual as markets discount the future. What is unusual is the clarity with which central banks, and in particular the US Federal Reserve, have reinforced their commitment to sustain the recovery, leading to more support for asset prices than in the past. The one real risk to asset prices relying on that support is that it could be withdrawn, with the main impetus for that change in policy being a significant rise in inflation expectations.

Bond Markets

The corporate bond market rallied substantially in the second quarter on the back of actions by central bankers. In mid-April, the Bank of Canada announced its intention to introduce a \$10-billion corporate bond purchase program to buy eligible Canadian investment grade corporate bonds in the secondary market. With this unprecedented direct support, corporate bond spreads rallied strongly—a situation that is not typical during a very weak economic environment. Canadian corporate

bonds posted strong gains with their yields declining by 88 bps on average while 10-year federal government bond yields declined by only 24 bps. Likewise, in April, the U.S. Federal Reserve also announced its support for high-yield credit markets, leading to a significant rally in high-yield corporate bonds (rated below investment grade or BBB) despite the likelihood of a substantial rise in default rates.

Equity Markets

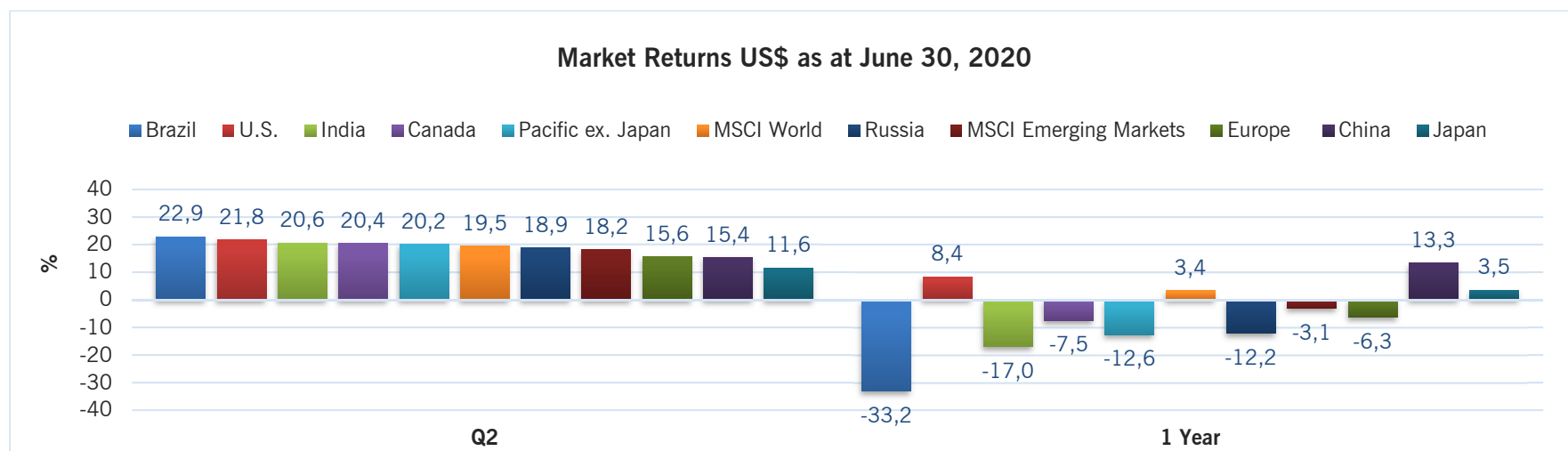
The second quarter provided an extremely sharp bounce back in equity markets, encouraged by unprecedented coordinated monetary and fiscal stimuli globally along with signs of improvement of the COVID-19 pandemic within certain regions. The MSCI All Countries World Net Index, a broad proxy for global market indexes, posted a return of 19.2% (in USD) for the second quarter, its strongest quarter since 2009. Primarily cyclical sectors led the recovery (Materials, Information Technology, Consumer Discretionary, Industrials) while more defensive areas lagged (Consumer Staples, Utilities, Real Estate).

From a sector standpoint, Information Technology continued to lead the way in most markets. The combination of recurring cash flows, wide-ranging capital deployment opportunities in a more digitized world, and the potential for continued “work from home” recommendations propelled many shares to all-time highs. Also notable was

the Consumer Discretionary sector, as the prospects for a gradual reopening of the global economy buoyed hopes of the return to consumer spending. Materials stocks also performed well in many markets, with gold companies notably continuing to contribute to Canadian index returns.

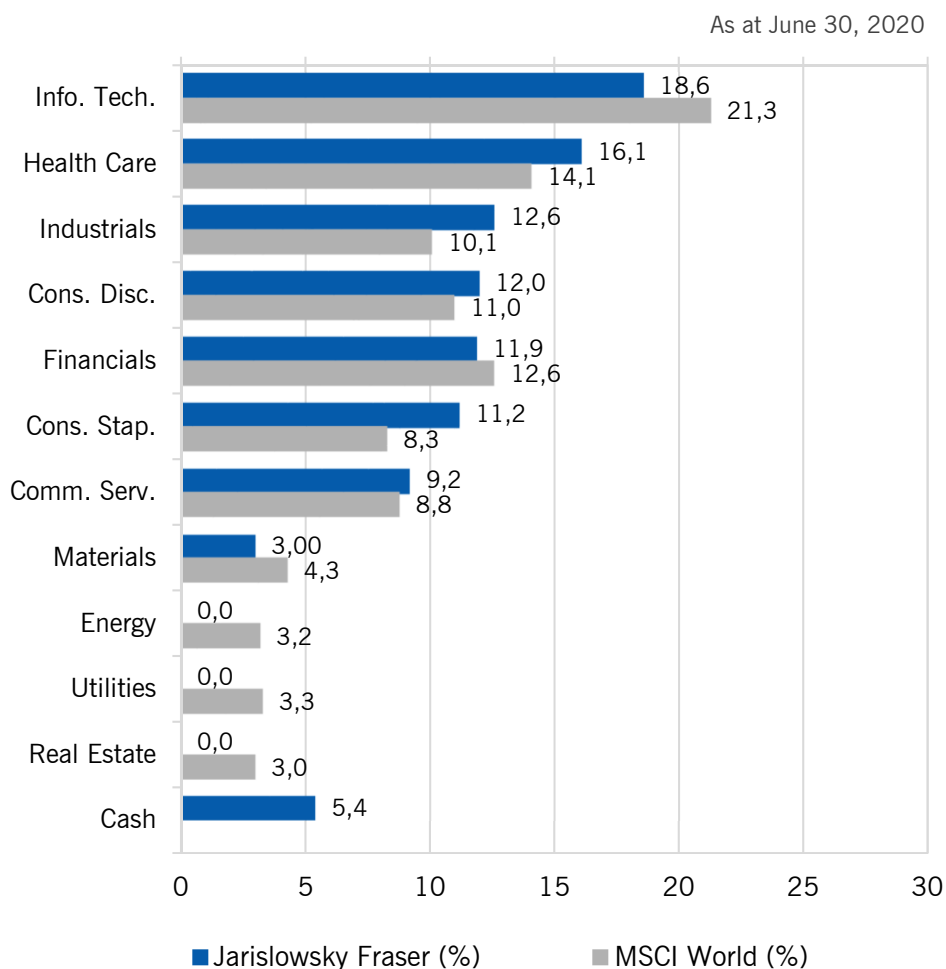
Several areas that provided resiliency in the first quarter failed to keep up with the rebound during the second quarter. Consumer Staples, which benefitted from outsized in-home purchases at the onset of the pandemic, posted more modest gains with the expectation of some de-stocking. Banks also posted fairly tepid returns with the prospect of lower rates for the foreseeable future, increasing credit cycle risk and heightened regulatory scrutiny weighing on sentiment.

Regionally, growth-focused markets and those with more cyclical constituents tended to fare well. The U.S. market continued to be a strong performer, with the technology heavyweights propelling benchmarks forward despite ongoing social unrest and a resurgence of COVID-19 cases in many states that relaxed guidelines too soon. Several commodity-linked markets, such as Australia and South Africa, also showed gains, as commodity prices rebounded from their lows and their respective currencies recovered. Conversely, more conservative areas with lower currency beta failed to keep pace. Canadian market returns were broadly in line with most other global indexes in the quarter.



Annualized Returns for Periods Ending June 30, 2020					
	Q2	1 Year	2 Years	3 Years	S.I. (03/31/2017)
	(%)	(%)	(%)	(%)	(%)
Total Portfolio	11.6	10.3	10.7	10.9	10.8
MSCI World Net	14.2	7.2	6.4	8.4	8.4

Returns have been calculated using the net asset value (NAV), are gross of management fees and in Canadian dollars. Returns for periods greater than 1 year are annualized. C\$ Index returns and NAV values have been calculated using the London 4PM closing FX rates.



Portfolio Review

The FFF Global Equity portfolio underperformed the MSCI World Net Index, which generated a return of 14.2% in Canadian dollars.

With fears of a severe recession receding, cyclicals performed best. In particular, leading sectors included Consumer Discretionary (+24.4%), the hardware component of Information Technology (+25.6%), and Materials (+20.7%). Less cyclical, more defensive areas like Consumer Staples (+4.2%) and Health Care (+9.7%) lagged significantly. The portfolio's allocation to banks, typically a cyclical sector, also lagged as uncertainty prevailed around the severity of credit losses likely to be sustained, questions over the timing of capital return given considerable regulatory and political pushback, and the potential for a prolonged period of low interest rates even after the crisis abates. We continue to believe the banks held in our portfolio to be well capitalized, attractively valued, and liable to "catch up" to other cyclicals once we get greater certainty on loan losses and capital returns later in the year. We have adjusted our exposures to ensure we are well positioned for any rebound, while protecting on the downside, as detailed in the "Noteworthy Changes" section below. The outperformance of these more speculative cyclical sectors (excluding banks) was an important driver of the portfolio's underperformance this quarter. When the speculative rebound is taken together with the panicked selling in the first quarter, the portfolio remains comfortably ahead of its benchmark on the year.

From a company standpoint, the main headwinds came from more defensive holdings that did not participate in the cyclical rally, like medical products company **Becton Dickinson** (0%).

We also saw weakness in holdings directly affected by the novel coronavirus as they were increasingly perceived to be facing a long road back to normalized operating conditions. Companies in this category include **Compass Group** (-1%) and **Hilton** (-13%). While we are undeterred by defensive stocks lagging in a cyclical rally, and see strong futures ahead for companies such as Becton Dickinson, we did adjust our positioning in names that were hit the hardest in this downturn.

Top contributors to performance **ASML Holding** (+33%), **Fanuc** (+26%), **Amazon** (+35%) and **IQVIA** (+26%) provided some offsets to the aforementioned weakness during the quarter. Coronavirus “winners” like shop-at-home giant **Amazon** – where we initiated a position last quarter – performed very strongly. We also saw a rebound in clinical trial outsourcer and data analytics company **IQVIA**, noted as unfairly punished in the first quarter of 2020. Its combination of steady subscription revenues plus the inevitable rebound in clinical drug trials as the Coronavirus ebbs drove good performance in the quarter.

On a year-to-date basis, the portfolio outperformed the index. We saw good returns from global internet platforms that enjoy high growth and deep competitive moats like **Alphabet** (+11%) and **Tencent** (+41%). The outperformance was also due to an avoidance of hard hit cyclical areas like Energy and Industrials. Our considerable exposure to the Industrials sector avoided the weakest deep cyclicals like **Boeing** (-41%) and drew strength from **Atlas Copco's** (+13%) exposure to fast-growing semiconductor end markets and **Schneider Electric's** (+17%) exposure to growth data centre and cloud computing markets, as well as the less cyclical data and analytics firm **Verisk** (+20%).

Noteworthy Changes

Despite the strong rally, we took advantage of select dislocations to improve portfolio quality and reduce risk, while maintaining good exposure to any economic recovery. We initiated four new positions in **Facebook**, **LCI Industries**, **Hilton**, and **Bank OZK**.

In **Facebook**, we see a global advertising platform that enjoys significant network effects and scale benefits, and as a result offers excellent value to advertisers and an engaging user experience. We had previously researched but not purchased Facebook over concerns of business sustainability. However, recent events such as the massive investment in quality and privacy and the establishment of a well-funded independent content oversight board (with the power to overrule controlling

shareholder Mark Zuckerberg) helped convince us that Facebook management now understands that satisfying multiple stakeholders is the key to ensuring long-lasting growth and the health of the platform. We believe the current market valuation assumes falling margins, falling revenue growth and no value for its several non-advertising growth options (e.g. e-commerce, payments, VR, etc.) If at least one of these assumptions is incorrect, then Facebook is worth considerably more than the current price. To fund part of the Facebook position we trimmed our position in **Alphabet**. While we continue to expect strong results from Alphabet, there is an overlap between the two companies: they both compete for digital advertising dollars and are both subject to regulatory scrutiny around the world as their power and influence has grown.

The new position in **Hilton** reflects a reallocation from Compass, which we exited during the quarter. While affected by interrupted travel, Hilton still has the ability to attract “drive up” guests, and we see a faster recovery with minimal impairment there. In addition, the business model – a franchised system with a strong investment in brand and technology – should continue to earn very attractive returns over the long term.

LCI Industries and **Bank OZK** offer niche exposures; they are smaller companies that nonetheless have attractive risk characteristics stemming from their strong competitive positions and prudent management teams. **LCI Industries** is a dominant parts maker for recreational vehicles, growing into new vehicle types organically and through tuck-in acquisitions. **Bank OZK** provides construction finance, lending to strong developers typically only 50% of the building value to protect against losses; their long track record is among the best of any bank in the U.S. Bank OZK replaced U.S. Bancorp, which also has a great history of safe lending but is now so large that it must compete in more commoditized markets and earns lower returns.

We exited our positions in **Banco Santander** and **Compass Group** during the quarter. Our exit from Banco Santander was motivated over concerns that the company's diversified model, and in particular its exposure to the troublesome Brazilian market, offer a less attractive risk/reward picture than our remaining banks. In the case of Compass Group, the company derives substantial revenues from operating food counters in universities, sports stadia, and corporate campuses. The “work from home” trend and uncertainty over the restart of large gatherings has the potential to permanently impair part of its business, as the raise of equity capital during the quarter would seem to confirm.

Facebook (FB)

Communication Services; Interactive Business Services

Market & Industry: Social media and internet-enabled businesses benefit from a shift to digital/e-commerce and are poised to grow at compelling rates in the foreseeable future. After Alphabet, FB is the second largest provider of digital ads globally. The nature of its network effects, competitive moats, and a growing regulatory burden that requires massive investments in R&D make market entry extremely difficult for new players. Since the industry is relatively young, the technology is cutting edge and displacing traditional media. Social media and the internet have such a dramatic influence on society, businesses often find themselves in the crosshairs of displaced businesses, lobbyists, regulators and the engaged public. There is a resulting reputational and regulatory risk that follows all companies involved in the space.

Company: FB is the world's largest social networking company, with three billion unique monthly active users across all properties. It has four large properties: FB Core, Instagram, Messenger and WhatsApp. By emphasizing community, FB has created one of the largest and most important networks ever. Its ability to understand users, place extremely relevant low cost ads and have its moats compound on themselves lead to some of the most compelling ROI venues for advertisers and one of "the greatest business models of all time" (John Malone). FB also enjoys many untapped/monetized options that are in the early stages of materializing but show strong potential/aggregate likelihood for success (FB Pay, Libra, WhatsApp, E-commerce, VR / AR, FB Audience Network...).

Management: Mark Zuckerberg is the company's founder and leader. Through a dual class share structure, he controls more than 50% of the business while maintaining a 12% economic interest. Although he can be a polarizing individual, we believe he is well-aligned with long-term shareholders and is able to make long-term investments and strategic shifts that would be difficult to execute in a traditional public structure. The long-term R&D investments since 2017, initiation of an Oversight Board and claiming public responsibility for the business' missteps show a growing maturity in his leadership style and accountability, qualities that we look for in a leader. Chief Operating Officer Sheryl Sandberg is an extremely successful leader that has been loyal to FB since 2008 and is effectively one of, if not the most powerful woman in tech.

Valuation: On a normalized basis, FB trades at just 20x our normalized forward P/E and delivers a 20% IRR in our conservative base case 5-year model. These figures are extremely rare in a mega cap business, which we recognize is in part due to the existence of some qualitative and regulatory risks we must accept and monitor, such as the permanency of FB's properties, digital regulatory risk and anti-trust risks specific to FB. Still, we believe these risks are over emphasized by the market and the potential upside from FB's untapped options are ignored.

ESG Considerations: As mentioned above, the sheer influence of FB on daily life means it attracts scrutiny, compounded by Zuckerberg's control and public profile. We believe the company is making positive progress in many ESG areas but will closely monitor for continual progress. A recurring theme in the regulatory and societal debate regarding FB is how to draw the line between free speech and content moderation. Although most of the low-hanging fruit in the content moderation world has been addressed and better prevented every day through the use of technology, much of the grey zone still has not been defined by the company or society, which leads to controversy and uncomfortable positions for the company.

A significant step in the right direction was taken with Zuckerberg relinquishing power in order for an independent Oversight Board to review and govern content decisions. We have seen further steps as a result of current events and public backlash, most importantly FB released to the public a third-party audit of its hate speech controls, and announced a new vice-president position focused on civil rights. Since the initial research phase, we have engaged and continue to engage with FB to ensure our trust in management is well placed and validate the belief that the company is moving in the right direction.

FB prioritizes employee treatment, inclusion and retention. Given the nature of the business, controversy over business strategy is inevitable and there have been some relatively minor points of friction between management and employees that still merit our attention. From an environmental perspective, FB is on track to reach 100% renewable energy this year. FB recognizes the importance of user trust when it comes to data security and privacy. It has responded to missteps in the past by making, by far, the largest investments in digital privacy and security of any company.

LCI Industries (LCII)

Consumer Discretionary; Auto Parts & Equipment

Market & Industry: LCI is best known as a supplier to recreational vehicle manufacturers ("RV OEMs") but is growing its presence in adjacent industries. LCI can have near monopoly-like share in some verticals, which counterbalances the relative concentration of RV OEMs in three core companies. However, LCI is not limited to the RV market and has developed a special discipline for successfully acquiring and improving operations at all sorts of adjacent businesses/industries such as, aftermarket, pontoon, and train, to grow at very attractive returns. Although cyclical, the RV industry has grown at 5%+ over the last two decades and is likely to benefit as a travel substitute for air and cruise resulting from COVID-19. LCI has begun expanding into the European market over the last 3 years, where it has enjoyed similar success as its North American operations.

Company: Through a long history of strategic capital deployment and disciplined acquisitions, LCI has solidified its position as the largest supplier to RV OEMs and growing supplier in adjacent markets. The business has earned a through the cycle median ROIC of 16% while growing at an equally impressive median 18% per year. The business's moat relies primarily on their product differentiation, scale and acquisition expertise, which allows them to

bundle/out-price their competition. The result has been dozens of acquisitions that achieve 20%+ IRRs, and virtual monopolies in the subcategories LCI specializes in.

Management: LCI is led by Jason Lippert who is actually the grandson of the company's original founder (founded 1956), although Jason is clearly responsible for the company we see today and the success the business has enjoyed ever since his first major acquisition in 1997. Internal promotion and training are integral to the business's mid-western culture, which has resulted in extremely long tenured and skilled management, generally loyal to LCI.

Valuation: On a normalized basis, we estimate that LCI trades at 14x forward earnings, which is attractive relative to their own history, other companies of equal quality/growth, and on an absolute basis as well. Although COVID-19 has introduced some uncertainty, our base case scenario still allows for a 20%+ IRR over the next 5 years.

ESG Considerations: LCI has excellent governance practices, with family leadership that aligns well with long-term investors complemented by an independent board chair, 100% independent committees, and good compensation alignment and disclosure.

From a social perspective, LCI has a very unique workforce that is largely Amish, which they work very diligently to accommodate through, for example, non-standard hours of operation. This is a very human-capital-intensive industry, so employee training, alignment and internal promotion are extremely important to the company.

On the environmental side, LCI's products help to reduce emissions through light-weighting and innovative technologies. Further, LCI does not actually produce any parts of an internal combustion engine and its products would be equally at home in electric or autonomous vehicles once that technology is more commonly available. The company has invested in solar panels to power its facilities; it prioritizes recycling and reusing plastic scraps, and avoids VOCs by using more eco-friendly coating products.

Hilton Worldwide Holdings (HLT)

Consumer Discretionary; Hospitality

Market & Industry: The hotel industry is consolidating, with global brands making up 55% of current available rooms, but accounting for 85% of the rooms under construction. Due to lower capital risk profiles and higher ROIs, developers and owners continue to choose to partner with brands over taking the independent route. This dynamic equips branded players with more investment dollars to put towards advertising, loyalty programs, and operating infrastructure, further widening their competitive gaps and reinforcing their relative attractiveness to future partners. Much of the long-term opportunity exists in emerging markets where there are fewer than two rooms per thousand people versus more than ten rooms per thousand in developed markets. The current industry distress should serve to accelerate the market share shift to branded players, and allow said players to capture a disproportionate share of travel spend as demand returns.

Company: Beyond its namesake brand, Hilton owns a portfolio of globally recognized hotel brands: Conrad, DoubleTree, Embassy Suites, Hampton Inn, and Garden Inn, among others.

Hilton operates an asset-light franchise business relying on third-party capital, rather than its own investment dollars, to grow its global footprint and fee income streams. Its franchise agreements are long term in nature, 10-20 years, providing enviable and reliable sources of cash flow. Historically, the company has developed stickier relationships with the more loyal business travelers making up 75% of its booked rooms, helping mitigate the long-term risks associated with AirBnB and less discerning leisure travel.

Management: CEO Chris Nassetta heads a tenured management team instrumental in transitioning Hilton's business from an asset-heavy hotel owner and operator into a more resilient and attractive franchise model. The team has done well to invest in its digital and customer acquisition capabilities, develop new brands to address underserved markets, and position itself for global growth opportunities. Overall, the company demonstrates a strong culture of investment discipline and a commitment to creating replicable and scalable practices to deliver a high quality and consistent experience to travelers.

Valuation: COVID has decimated the hotel industry driving occupancy rates to historic lows of <20%. Despite the high degree of short-medium term uncertainty, we believe Hilton's brand reputation, focus on supporting owner partners, and balance sheet management will have it positioned to take share at the expense of fragile and less resourced peers. Under more normal operating conditions, we believe we paid a fair price, 18-20x P/E, for a business capable of compounding its earnings in the high single digits and generating low teens shareholder returns. Though we may have to endure a slow recovery period, we expect the world will look a lot more like it did pre-COVID three to five years out. The company's low capital requirements and trustworthy management give us confidence Hilton will survive and emerge stronger on the other side.

ESG Considerations: Hilton has established clear and measurable 2030 goals to reduce greenhouse gas emission intensity by 61%, reduce water use intensity and waste in operations by 50%, and conduct more vigorous audits and discussions with vendors to improve supply chain practices.

As a franchisor, Hilton employs little front-line staff with its attention directed towards supporting its owner network. With the advent of COVID, the company has shown to be a responsible partner by providing short-term loans, offering fee forgiveness or deferral, and lobbying on behalf of its owners for further government support. Outside of direct business relationships, the company has committed to doubling down on its efforts of sourcing from SME minority-owned suppliers, contributing to youth opportunity programs, and supporting a diverse and inclusive workplace (43% of global managers are women and 69% US team members are ethnically diverse).

Performance-based culture (RSU vs. option-heavy) supported and augmented by diverse set of Board members with relevant expertise. Hilton has strong oversight controls in place to engage proactively with its ownership base to curb and address material business risks.

Bank OZK (OZK)

Financials; Banks

Market & Industry: Banking is a cyclical and near-commodity industry where most players barely earn their cost of capital (~10% ROE) through the cycle. There are two ways for a company to win in this market – either be a national franchise, invest in tech and benefit from economies of scale (especially on consumer banking) or focus on a niche industry segment and be the best service provider in that segment. Bank OZK falls in the latter bucket.

Company: Bank OZK has a stellar track record of growth yet few loan losses through a number of economic cycles. Key to its success is the ability to find niches where it has expertise that is rewarded by high returns coupled with a willingness to walk away from business when the credit or return profile is unattractive. By leveraging excellent local knowledge on the complexities of real estate construction, the bank has developed into a national leader in construction financing. Today, it underwrites some of the biggest construction loans in US working with high quality sponsors.

Management: CEO and founder George Gleason is the singular figure behind Bank OZK's rise from a single branch to a national leader, and he is driven by an uncommon focus on rational decision-making. When many in the banking industry are content to follow the industry, Gleason is always thinking opportunistically. Examples include buying distressed banks post financial crisis around 2011, building a highly profitable national construction loans business during the last decade when most banks were pulling back, and, finally, buying dislocated fixed income securities in March 2020. Gleason is also remarkably focused on people: working assiduously to develop second and third line management tiers to ensure strong succession well into the future, and visiting every branch in the company to ensure his approach reach the front lines while getting feedback that would otherwise never reach head office.

Valuation: Bank OZK is trading at a discount compared to regional peers due to its concentration in construction loans. Our research indicates that these loans are written extremely conservatively and OZK should not incur significant loan losses in an economic downturn. We also take comfort in the fact that Bank OZK has the lowest leverage of biggest 100 banks in US. Trading at 0.7x Book Value, with a historical record of growing book value in the neighborhood of 20% per year, we believe Bank OZK offers an excellent risk/reward profile.

ESG Considerations: While not conforming to conventional notions of good governance, as corporate direction has been highly influenced by one man for decades, we believe that the iconoclast Gleason has created massive value for shareholders under the current structure. His significant direct stock ownership position and reputation closely associated with the bank provide good alignment with shareholders like us. It is also worth noting that by working with high-quality sponsors on strong projects, Bank OZK is financing the ongoing

refurbishment of top-grade commercial real estate in the United States, benefitting the communities where they lend.

From a social perspective, Bank OZK has good gender representation, with women comprising 70% of staff and almost 50% of officers.

Climate Spotlight

Meeting global climate targets will require innovative new technologies and strong commitment to action from corporations. As one of the largest companies by market capitalization in the world, and one that has become all the more important to daily life since the onset of COVID-19, **Amazon** is in a unique position to have impact through investing in new technologies and cutting emissions in its own operations. It has recently taken important steps to do both.

Amazon and Global Optimism launched The Climate Pledge in September 2019. This commitment calls on signatories to be net zero carbon by 2040 – a decade ahead of the Paris Agreement targets. As the first signatory, Amazon is creating a global movement that will stimulate investment in new products and services to hasten the climate transition.

This commitment is translating into action in Amazon's operations. In the Pledge, Amazon committed to having 100% renewable energy by 2030. Then, in June 2020, it announced that it was ahead of schedule and is now on a path to run completely on renewable energy by 2025. On top of renewable energy projects, Amazon has ordered 100,000 customized pure electric delivery vehicles, slated to be operational beginning in 2021. Amazon is also tackling packaging-related emissions and waste, lowering the weight of packaging by one third since 2015.

The Climate Pledge Fund, announced in June 2020, is a venture fund dedicated to investing in companies that are creating new technologies and solutions to the climate crisis. Initially funded with \$2 billion, it will invest in global companies focused on providing climate solutions related to the circular economy; energy generation, storage and utilization; transport and logistics; manufacturing and materials; and food and agriculture.

Through focusing on reducing its own environmental impact and investing in low-carbon and carbon-mitigation technologies, Amazon is demonstrating leadership befitting its size and reach.

Outlook

In the short run, there is likely to be an upward bias to inflation as income levels have been supported by government programs while the supply of goods and services is still constrained. Think of your neighborhood restaurant trying to turn a profit at 50% capacity without changing prices. There are still long-term disinflationary influences such as the extreme level of debt obligations, but the economic shutdown has accelerated the marriage of monetary and fiscal policy actions. So far, the U.K. is the only developed economy that has used the central bank to directly fund federal government spending (on a temporary basis). Should other countries see fit to follow their path, our concerns of an imminent rise in inflation will be justified. Needless to say, we are extremely vigilant in our analysis of such a trajectory as the implications for financial markets would be significant.

Financial markets are clearly anticipating a “V-shaped” economic recovery. Indeed, there are certain parts of the economy which can recover quicker, and signs of that have been seen in above-consensus job gains in the past two months. Yet there are other areas, such as travel and leisure, which will surely take much longer to return to normal, if that is even possible.

Taking all of this into consideration, much will come down to the size and impact of the expected second wave of infections expected in the autumn months, and what further measures will be taken by governments and central banks as a response. Given this uncertainty, having a deep understanding of the companies we invest in is as important as ever. Not only do we continuously analyze the quality of their balance sheets and the sustainability of their earnings, our focus on assessing the strength of management teams is equally as important. While the ability to weather the storm caused by the pandemic is important in the near-term, we continue to keep a long-term perspective, investing in solid companies that can both sustain the current period of economic uncertainty and excel competitively in a post COVID-19 world.

The Global Industry Classification Standard ("GICS") was developed by and is the exclusive property and a service mark of MSCI Inc. ("MSCI") and Standard & Poor's Financial Services LLC ("S&P") and is licensed for use by Jarislowsky, Fraser Limited. Neither MSCI, S&P, nor any other party involved in making or compiling the GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

This document is provided for information purposes only to clients of Jarislowsky, Fraser Limited (JFL). All opinions and estimates contained in this report constitute JFL's judgement as of the time of writing and are provided in good faith. All data, facts and opinions presented in this document may change without notification. This is not a solicitation for business. Past performance is not a guide to future performance. Future returns are not guaranteed. No use of the Jarislowsky, Fraser Limited name or any information contained in this report may be copied or redistributed without the prior written approval of JFL.

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in the portfolio are related securities.

Sources: Jarislowsky, Fraser Limited, MSCI Inc., S&P Financial Services LLC, TSX Inc., PC Bond Analytics, Global Industry Classification Standard (GICS) by MSCI and Standard and Poor's, Wilshire Atlas Analytics, Bloomberg, RBC Capital Markets.

Security Description	Book Value		Market Value at 31-Mar-2020		Market Value at 30-Jun-2020			% of Asset Class	% of Total	Annual Income Estimate (CAD)	Current Yield %
	Local Unit Cost	Total Cost (CAD)	Quantity	Market Value (CAD)	Quantity	Price	Market Value (CAD)				
FIXED INCOME		38,161		39,729			41,999		34.8	1,117	2.7
Cash and Equivalents		47		232			47	100.0	0.0	0	0.0
Canadian Dollars		47		232			47	100.0	0.0		0.0
Bonds		38,114		39,497			41,952	100.0	34.8	1,117	2.7
JF Fossil Fuel Free Bond Fund	9.88	38,114	3,840	39,497	3,858	10.87	41,952	100.0	34.8	1,117	2.7
EQUITY		68,660		70,591			78,647		65.2	1,173	1.5
Canadian Equity		27,752		26,055			28,924	100.0	24.0	671	2.3
Group 1		27,752		26,055			28,924	100.0	24.0	671	2.3
Pooled Funds		27,752		26,055			28,924	100.0	24.0	671	2.3
JF Fossil Fuel Free Canadian Equity Fund	10.41	27,752	2,657	26,055	2,666	10.85	28,924	100.0	24.0	671	2.3
Foreign Equity Funds		40,908		44,536			49,724	100.0	41.2	502	1.0
Group 1		40,908		44,536			49,724	100.0	41.2	502	1.0
Pooled Funds		40,908		44,536			49,724	100.0	41.2	502	1.0
JF Fossil Fuel Free Global Equity Fund C\$	10.69	40,908	3,807	44,536	3,826	13.00	49,724	100.0	41.2	502	1.0
Total Portfolio		106,821		110,319			120,646	100.0		2,290	1.9

Security Description	Book Value		Market Value at 31-Mar-2020		Market Value at 30-Jun-2020			% of Asset Class	% of Total	Annual Income Estimate (CAD)	Current Yield %
	Local Unit Cost	Total Cost (CAD)	Quantity	Market Value (CAD)	Quantity	Price	Market Value (CAD)				
SUMMARY											
Fixed Income		38,161		39,729			41,999		34.8	1,117	2.7
Equity		68,660		70,591			78,647		65.2	1,173	1.5

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in your portfolio are related securities.

FIXED INCOME

Purchases

Trade Date	Settle Date	Quantity	Security	Unit Cost	Total Cost
Canadian Dollars					
Reinvestments					
06/30/2020	06/30/2020	17.833	JF Fossil Fuel Free Bond Fund	10.87	193.91
Sub-total					193.91
Total - Purchases CAD					193.91

Dividends

Trade Date	Pay-Date	Security	Amount
Canadian Dollars			
Pooled Fund Distributions			
06/30/2020	06/30/2020	JF Fossil Fuel Free Bond Fund	193.91
Sub-total			193.91
Total - Dividends CAD			193.91

CANADIAN EQUITY

Purchases

Trade Date	Settle Date	Quantity	Security	Unit Cost	Total Cost
Canadian Dollars					
Reinvestments					
06/30/2020	06/30/2020	8.328	JF Fossil Fuel Free Canadian Equity Fund	10.85	90.36
Sub-total					90.36
Total - Purchases CAD					90.36

CANADIAN EQUITY

Dividends			
Trade Date	Pay-Date	Security	Amount
Canadian Dollars			
Pooled Fund Distributions			
06/30/2020	06/30/2020	JF Fossil Fuel Free Canadian Equity Fund	90.36
Sub-total			90.36
Total - Dividends CAD			90.36

FOREIGN EQUITY

Purchases					
Trade Date	Settle Date	Quantity	Security	Unit Cost	Total Cost
Canadian Dollars					
Reinvestments					
06/30/2020	06/30/2020	19.225	JF Fossil Fuel Free Global Equity Fund C\$	13.00	249.85
Sub-total					249.85
Total - Purchases CAD					249.85

Dividends			
Trade Date	Pay-Date	Security	Amount
Canadian Dollars			
Pooled Fund Distributions			
06/30/2020	06/30/2020	JF Fossil Fuel Free Global Equity Fund C\$	249.85

FOREIGN EQUITY

Dividends

Trade Date	Pay-Date	Security	Amount
Sub-total			249.85
Total - Dividends CAD			249.85

OTHER TRANSACTIONS

Expenses

Trade Date	Settle Date	Security	Amount
Canadian Dollars			
Management Fees			
04/27/2020	04/27/2020	Management Fee	185.27
Sub-total			185.27
Total - Expenses CAD			185.27

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in your portfolio are related securities.

This Portfolio Report is produced by Jarislowsky, Fraser Limited ("JFL"). It should not be used for audit or tax purposes. The custodian of the account maintains the book of record for the securities in the portfolio. Please review the report carefully and notify us in writing of any errors or discrepancies. The information in this report is taken from our records and other sources believed to be reliable.

IMPORTANT NOTES REGARDING THE INFORMATION PROVIDED IN THIS REPORT

- In order to properly track performance information, all data is listed as of the Trade Date. Most custodial statements are run as of Settlement Date. Cash values may therefore include the impact of trades which will settle at a future date.
- Unless otherwise indicated, all data is expressed in the reporting currency, indicated at the top right corner of each page.
- The Market Value in this report has been determined based on JFL's Valuation Policy. A copy of this Policy is available on request.
- The Total Market Value listed includes accrued interest and dividends, as these amounts are receivable as of the report date.
- The Total Cost of securities purchased by JFL reflects the book cost, or original purchase cost, adjusted for corporate actions and distributions. Total Cost information for securities purchased prior to JFL's management of the portfolio, or for securities transferred in from another source, may not be accurate. Where available, the cost data in our systems is matched with that listed by your custodian through an automatic feed and is reconciled on a quarterly basis. We recommend that you review this information and notify JFL of any discrepancies.
- If cost information was not provided to JFL, or if only partial data is available, then the "transfer in" price, using that day's foreign exchange rate, when applicable, has been entered as the cost. The "transfer in" price is the market value of the security at the time it was transferred to our books. If your custodian only provided us with the foreign cost, then the "transfer in" price in the reporting currency was calculated by using the exchange rate as of the date the securities were transferred to our books. If the "transfer in" price was used, or if a foreign exchange conversion was made, the security is identified by a footnote in the Portfolio Appraisal report to indicate that the cost shown is not the true book cost.
- Realized gains and losses are calculated using the Total Cost information as described above. We cannot guarantee the accuracy of these calculations except for securities purchased by JFL.
- All conversions use the London 4 pm exchange rate as this is the rate used by the largest index providers.

DEFINITIONS

Change in Market Value - this is the change in the market value of the portfolio between the start date, as indicated, and the date of the Portfolio Report. It includes any unrealized and realized gains, as well as the impact of currency fluctuations.

Contributions - include all cash contributions as well as the market value of all securities contributed to the portfolio during the period. Details of all such transactions for the current period can be found in the Transaction Summary.

Currency Conversion - this represents foreign exchange transactions executed directly by JFL. In addition, if you have chosen not to open a cash account in the currency of the transaction, or if this option was not available at your custodian, these transactions are required to convert foreign income payments or security transactions which appear elsewhere in the Transaction Summary.

Current Yield - this is the Estimated Annual Income divided by the Market Value of the security or asset class as of the report date. Please note that our system will always take the most recent dividend rate on file as of the time the report is generated. Reports for prior periods will therefore reflect the most current dividend rates, and will not accordingly reflect the rate as of the reporting period indicated.

Estimated Annual Income - this is the total of dividend or interest income expected to be received if each listed security is held for a full year. For fixed income securities this is the coupon times the quantity held. For equity securities this is the dividend rate at the time the report was printed (noted at bottom left of report) times the quantity held. As dividend rates may fluctuate, the estimate will also vary.

Income - this is all income accrued during the reporting period and includes any pending dividends, therefore it may not reconcile with your custodial statement.

Pending Dividends - these are dividends accrued to the portfolio as of the report date but not yet received. Accrued dividends are included and reported as Cash & Equivalents. Details of each of these dividends, and their expected payment date, are listed on the Transaction Summary report.

Pending Purchases/Sales - these include transactions traded during the period but which will only settle after the report date. They are contractual obligations of the portfolio. As this report is run on a Trade Date basis, the resulting impact on the security and cash is included and will therefore differ from your custodial statement.

Withdrawals - include all cash withdrawals as well as the market value of any securities transferred out of the portfolio during the period. Withdrawals include any expenses, including fees paid directly from the portfolio to JFL. Details of all such transactions for the current period can be found in the Transaction Summary.

The Bank of Nova Scotia (BNS) is the parent company of Jarislowsky, Fraser Limited. BNS securities held in your portfolio are related securities.

ASSETS UNDER MANAGEMENT¹

As at June 30, 2020 the firm managed:

	Billions (C\$)
Segregated Pensions	7.3
Pooled Funds	9.0
Foundations	3.0
Other Institutional	9.6
Wraps ² & Sub-Advisory	2.4
Private Wealth	10.3
Total	41.7

¹Incl. assets under administration

²Separately Managed Accounts

Total may not add up due to rounding

ORGANIZATIONAL UPDATE

Promotions

Aaron Bennett, CFA, has taken on the newly created role of Managing Director, Sustainable Investment Strategy and Research. This role is an additional investment of research resources by the firm in sustainable investing, based on a desire to uphold and build upon our legacy of engaged ownership and ESG integration. Aaron will be a senior member of the research team with direct accountability related to supporting the continuous improvement of systemic and robust integration of material ESG factors into the investment analysis across all portfolios and asset classes.

Antoine Potter, CFA, was named Managing Director and Portfolio Manager, Fixed Income. Antoine, formerly Associate Portfolio Manager, continues to oversee the management of fixed income portfolios with Chris Kresic, Head of Fixed Income & Asset Allocation.

RECOGNITION FOR INSTITUTIONAL CLIENT SERVICE

Jarislowsky Fraser is pleased to have been named a 2019 Greenwich Quality Leader in Canadian Institutional Management Service. This award is given to asset managers that have distinguished themselves from competitors by delivering superior levels of client service that help institutional investors achieve their investment goals and objectives. Greenwich Associates is a leading global provider of data, analytics and insights to the financial services industry.

PRODUCTS

New Additions to JF Fossil Fuel Free Solutions

As of May 31, 2020, two new funds were added to our fossil fuel free line-up, the JF Fossil Fuel Free Balanced Fund and JF Fossil Fuel Free Money Market Fund. Both funds exclude securities of issuers with significant exposure to fossil fuels such as thermal coal, oil and natural gas used for energy purposes. The portfolio carbon footprint is actively managed to deliver a materially reduced emission intensity.

Since we began offering them in 2017, the JF Fossil Fuel Free strategies have grown to over \$250 million in assets, with clients ranging from community foundations and defined contribution pension funds to family offices.

JF Preferred Share Fund

The JF Preferred Share Fund was launched on January 31, 2020. The Fund's investment objective is to generate tax-advantaged stable income, with the aim of preserving capital. It is an actively-managed portfolio of preferred shares that adheres to Jarislowsky Fraser's established investment philosophy and process.

SUSTAINABLE INVESTMENT ASSOCIATIONS

As part of Jarislowsky Fraser's commitment to sustainable investing and long-term value creation, we are pleased to be a new member of FAIRR Initiative. FAIRR's mission is to build a global network of investors who are focused and engaged on the risks linked to intensive animal production within the broader food system. In other words, it is a collaborative investor network that raises awareness of the material environmental, social and governance (ESG) risks and opportunities from intensive livestock production. The network members collectively manage \$20.4 trillion.

THE ESG FILES

EXPLORING THE INVESTMENT CONSIDERATIONS OF ESG MATTERS

Sustainable Finance Bonds

2020 Canadian Market Update

Executive Summary:

- Sustainable finance bonds (SF bonds) are an important mechanism to mobilize private capital for sustainable development.
- Annual C\$ issuance has grown from \$1.2 billion in 2014 to \$12.2 billion in 2019.
- Total outstanding is now \$33.7 billion, or 1.6% of the FTSE Canada Universe Bond Index.
- Green bonds are the most common type of SF bonds (67%), but sustainability and social bond issuance is starting to increase.
- Sector and term diversification is improving, however, investors still need to access conventional bonds to optimize risk/return characteristics in a fixed income portfolio.
- Benefits to investors include a similar risk and return profile as conventional bonds, but with the added bonus of transparency and impact.
- Benefits to issuers include enhanced reputation, broader investor base, strengthened stakeholder relationships, and future proofing the business.

Types of Sustainable Finance Bonds:



Green Bonds for climate and environmental projects



Social Bonds to raise capital for projects that reach underserved segments of the population



Sustainability Bonds for both environmental and social projects



Mark Fattedad, CFA

Director & Portfolio Manager,
Institutional Management,
Co-Chair, Sustainable
Investment Committee



Heather Sharpe

Analyst, ESG



Sustainable Finance Bonds

2020 Canadian Market Update

Introduction

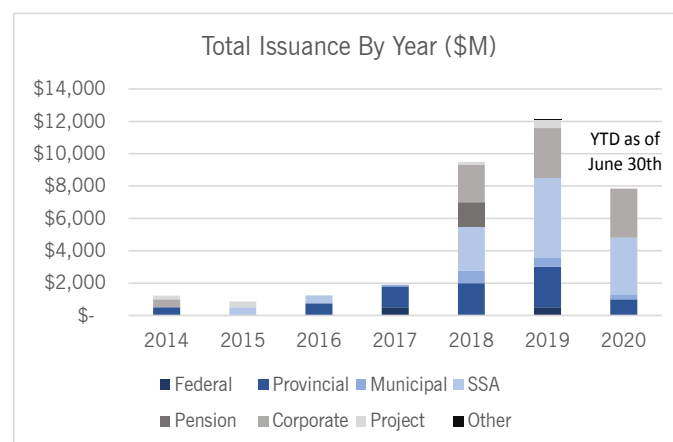
The United Nations Sustainable Development Goals (SDGs) are an ambitious set of 17 goals to end poverty, protect the planet and ensure that all people enjoy peace and prosperity. With the SDG financing gap estimated to be an incremental \$2-3 trillion per year ¹, achieving these goals will require a redirection of private capital in addition to government funding. Sustainable finance bonds (SF bonds) are a mechanism for financing the achievement of social or environmental goals, allowing individuals and institutions to invest in sustainable development and close this financing gap.

The most common form of SF bonds is green bonds, where the proceeds are earmarked for climate or environmental projects. For example, proceeds are often used to fund renewable energy projects, public transit development, or energy efficiency initiatives. Social bonds are bonds issued to raise capital for projects that reach underserved segments of the population. Examples include Women in Leadership Bonds, and of particular importance right now, pandemic or COVID-19 bonds. These aim to directly fund solutions related to the COVID-19 pandemic such as healthcare equipment or projects aimed at curbing pandemic-related unemployment. Sustainability bonds are bonds whose proceeds are used for both environmental and social projects. For example, the World Bank Sustainable Development Bonds finance projects in developing countries aimed at achieving SDGs that span environmental and social issues, such as water treatment projects directed at Goal 14, Life Below Water, and Goal 6, Access to Clean Water & Sanitation. Taken together, green, social and sustainability bonds will play an important role in channeling private capital to finance the transition to a sustainable global economy.

The Canadian Sustainable Finance Bond Market

The market for SF bonds has developed rapidly in Canada, with annual issuance growing from \$1.2 billion in 2014 to \$12.2 billion in 2019. As of June 30, 2020, year-to-date issuance for 2020 is \$7.9 billion, putting us on pace to possibly exceed 2019 numbers. In 2019, we again saw sub-sovereign, supranational and agency (SSA) bonds lead the way, with 40% of issuance. The largest issuer was the International Bank for Reconstruction and Development (World Bank), which issued over \$3.5 billion worth of sustainability bonds. The three largest SF bond issuers in the Canadian market are the World Bank, the Province of Ontario and the Province of Quebec. While this article focuses on public market SF bonds, there is also a thriving ecosystem of smaller private SF bonds, including community bonds and project-specific green bonds.

By type, issuance has been dominated by green bonds at 67%, with sustainability bonds a distant second at 29%. There have been two C\$ social bonds issued to date including a \$1 billion Women in Leadership Bond issued by CIBC, and more recently, a \$100M issue from The City of Toronto, with proceeds funding affordable housing and shelter development.



The total \$C sustainable finance bond market is now \$33.7 billion, which is impressive but still tiny compared to the total Canadian bond market value of approximately \$1.9 trillion. In fact, only 1.6% of the FTSE Canada Universe Bond Index was comprised of SF bonds as at the end of Q2 2020.

“Taken together, green, social and sustainability bonds will play an important role in channeling private capital to finance the transition to a sustainable global economy.”

¹ <https://www.unsdsn.org/sdgfinancing>

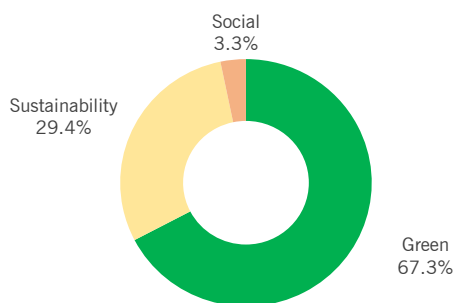
What's in it for the Investor?

SF bonds typically have the same credit exposure² as the conventional bonds of the same issuer. Because of this, green bonds offer investors similar credit risk characteristics, but with the added benefit of transparency and impact. It is this ability to invest in positive change and sustainable development that is the primary driver for investors' interest in SF bonds. Indeed, the innovation of green, sustainability and social bond labels make the fixed income component of a portfolio a natural starting point for impact-oriented investors, or even mainstream investors wanting to align their portfolios with the SDGs and transition to a low-carbon economy.

"...green bonds offer investors similar credit risk characteristics, but with the added benefit of transparency and impact."

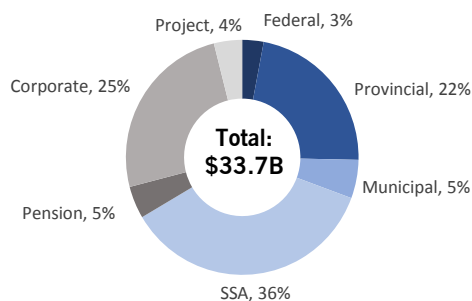
Anecdotally, there is some evidence of a small price premium for green over conventional bonds in the emerging Canadian and longer-standing global green bond markets. However, empirical conclusions about the existence of the so-called "greenium" are somewhat mixed, based on the broader global evidence that tries to account for differences in key characteristics such as liquidity, term, optionality, benchmark inclusion and other bond features.³ Importantly, it does not appear that, on average, there is a material yield discount for green bonds compared to their non-green counterparts. At worst, it appears that green bonds provide a similar risk and return profile for investors, while also increasing the overall resilience of the issuing company and the overall economy through a targeted investment in climate change adaption and mitigation. It seems reasonable to expect a similar trend for bonds with other sustainability themes. In addition, we observed that green bonds provided pockets of outperformance during the pandemic-driven selloff in the first quarter of 2020. This reduced volatility may be because investors were less willing to sell their green bonds. It may also be because dealers were more willing to carry inventory of green bonds for strategic reasons. Given these benefits, it is no surprise that there is heightened demand for SF bonds in Canada, with oversubscription leaving many interested investors empty-handed.

Total C\$ Sustainable Finance Debt Outstanding by Type (\$M)

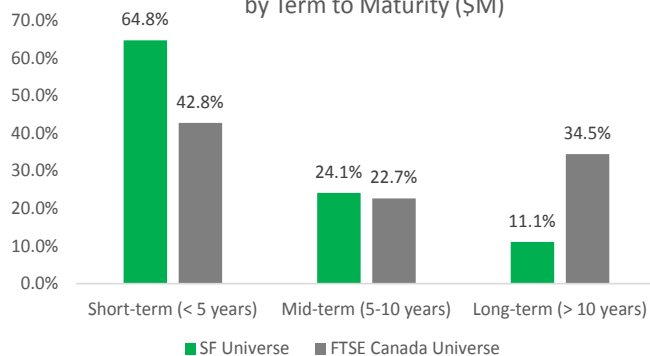


Recently, we have seen a growing number of corporate issuers come to market, offering sustainability-focused investors the ability to begin to diversify their sustainable finance bonds by sector. By term structure, the sustainable finance debt stock is more concentrated in shorter-term maturities versus the overall FTSE Universe. The weighted average duration for the SF Universe is 5.3 years, vs an average duration of 8.5 years for the FTSE Canada Universe index. As a result, investors would still need to access traditional, non-labelled bonds to optimize risk/return characteristics in a fixed income portfolio.

Total C\$ Sustainable Finance Debt Outstanding by Sector (\$M)



Total C\$ Sustainable Finance Debt Outstanding by Term to Maturity (\$M)



² This is true of Standard Green Bonds, where recourse is to the issuer. Other forms may include Green Revenue Bonds, Green Project Bonds, and Green Securitized Bonds, where the debt is non-recourse and the credit exposure is pledged to specific

³ Zerbib 2017, Ehlers and Packer 2017, Ostlund 2015, Petrova 2016 DECIDE ON CITATION FORMAT cash flows or assets

To deal with this oversubscription, many green bond issuers have established rating systems for investment managers and asset owners, evaluating them based on their own sustainable investment policies and track record as green bond market participants. They may then choose to allocate their bonds favourably to “dark green” investors. In fact, when the Province of Quebec issued a green bond in February 2020, it was oversubscribed at a rate of nearly six times, and it chose to allocate 85% of its issuance to investors with green mandates or who were signatories of the Principles for Responsible Investment.⁴

What's in it for the Issuer?

There are additional costs associated with green bond issuance including creating an impact framework, obtaining a second party opinion and the time and effort required to provide post issuance reporting. However, according to the 2020 Green Bond Treasurer Survey⁵, issuers broadly perceived these costs to be valid given the following benefits. While there is more evidence available on green bonds at this time, we expect many of these points to apply more broadly to SF bonds as well.

1. Enhanced reputation & visibility: Green bonds can form an important piece of a company's sustainability journey. Put simply, once an organization has developed its sustainability strategy, the issuance of a green bond can provide an important signal to the market, and clearly articulate and highlight tangible elements of a company's approach to decreasing emissions and increasing resilience to climate change.

2. A broader investor base: 98% of respondents said that their green bond attracted new investors, and “this was particularly true for issuers of bonds normally sold to a predominantly domestic investor base”⁶. This additional depth and breadth can help reinforce and strengthen an issuer's pool of capital.

3. Strengthening stakeholder relationships: Green bonds facilitate more engagement with investors in conversations regarding the sustainability risks, opportunities and strategy of the business. In addition, green issuance has been found to strengthen internal integration, as the preparation of frameworks and reporting necessarily requires close collaboration among various departments, including Treasury. Most respondents confirmed that issuing a green bond positively impacted their internal commitment to sustainability.

4. Future proofing the business: For example, the process of issuing a green bond includes an internal audit of climate risk exposure within a business, as well as establishing processes for monitoring and accountability for reporting. This can result in a better understanding of both asset and operational climate risk exposure, as well as the identification of new investment opportunities.

Finally, green bond pricing is a subject of ongoing debate, including whether any material pricing benefits exist for issuers. Interestingly, the 2020 Green Bond Treasury Survey suggests that “pricing is one of the ancillary benefits”, but that the above-noted benefits are of greater value.

Looking Forward

As the SF bond market continues to evolve, it presents an exciting opportunity for investors and issuers to come together to focus capital on developing a more sustainable and inclusive future. As the scope of SF bonds continues to expand, investors are rightly concerned with whether the label is truly reflective of the underlying investments. This is referred to as the “green integrity” of the bond. Principles such as the Green Bond Principles have emerged to protect this integrity, and most issuers choose to obtain a second party opinion indicating that they align with established frameworks. Various jurisdictions are also coming out with new frameworks, including the European Union's new Sustainable Finance Taxonomy.

“As the sustainable finance bond market continues to evolve, it presents an exciting opportunity for investors and issuers to come together to focus capital on developing a more sustainable and inclusive future.”

There are also innovations happening in the space, including bonds with variable coupons based on the achievement of specified environmental or social targets, such as emission reductions. For Canada, the development of a transition bond label is of particular interest. Transition bonds are bonds that help emissions-intensive issuers transition to lower-carbon

⁴ http://www.finances.gouv.qc.ca/documents/Autres/en/AUTEN_GreenBondIssue_2027_02_13_LUX.pdf

⁵ 2020 Green Bond Treasurer Survey”, Climate Bonds Initiative with analysis support from Henley Business School.

⁶ 86 green bond issuers participated in the 2020 Green Bond Treasury Survey between May and November 2019

operations through, for instance, the use of carbon capture and sequestration technology in the oil & gas sector. From a high-level perspective, the urgency to act to prevent global warming and importance of these sectors to the Canadian economy represent compelling reasons to move forward with a transition bond label. From an investor perspective, the transition label would facilitate greater choice along the engage/divest spectrum, and may contribute to reducing the risk profile of these issuers to the extent it facilitates a successful transition.

The federal government appointed an Expert Panel on Sustainable Finance to advise Canada's public and private sectors on facilitating the growth of sustainable finance to speed the transition to a more resilient economy that meets Canada's climate goals. The panel's 2019 report "Mobilizing Finance for Sustainable Growth" contains fifteen recommendations, two of which directly relate to SF bonds: They recommend that Canadians be given the opportunity and incentive to connect their savings to climate objectives, and that Canada expand its green fixed income market and set a global standard for climate transition-oriented financing. Tiff Macklem, one of the four expert panelists on sustainable finance who prepared this report, was appointed the Governor of the Bank of Canada in June 2020. This perhaps marks the moment when sustainable finance truly enters the mainstream in Canada.

Jarislowsky, Fraser Fossil Fuel Free Bond Fund

Issuer	CPN %	Earliest Call / Maturity Date	Shares / Units	Average Unit Cost	Total Cost at Purchase	Price	Current or Market Value	% of Total
Federal Bonds								
Canada Housing Trust	2.350	06/15/2027	453,000	109.666	496,787	110.432	500,256	0.8
Canada Housing Trust	2.650	12/15/2028	200,000	111.653	223,306	114.334	228,668	0.4
Canada Housing Trust No 1	1.800	12/15/2024	589,000	101.413	597,321	105.179	619,506	1.0
Canada Housing Trust No 1	2.100	09/15/2029	398,000	106.736	424,809	110.368	439,263	0.7
Canada Housing Trust No 1	0.950	06/15/2025	45,000	100.952	45,428	101.392	45,626	0.1
Canadian Government Bond	2.000	12/01/2051	334,000	125.884	420,453	127.270	425,082	0.7
Canadian Government Bond	1.250	06/01/2030	89,000	100.503	89,448	106.999	95,229	0.2
Government of Canada	5.000	06/01/2037	910,000	163.238	1,485,467	165.968	1,510,312	2.5
Government of Canada	1.000	06/01/2027	811,000	103.695	840,969	104.032	843,703	1.4
Government of Canada	1.250	12/01/2047	515,000	138.434	712,934	150.083	772,926	1.3
International Bank for Reconstruction & Development	1.800	07/26/2024	350,000	99.796	349,285	104.442	365,548	0.6
					5,686,207		5,846,119	9.8
Provincial Bonds								
Nova Scotia Power Inc	3.307	04/25/2050	29,000	100.000	29,000	108.953	31,596	0.1
Province of Alberta	2.200	06/01/2026	683,000	102.517	700,189	106.303	726,046	1.2
Province of Alberta	3.100	06/01/2050	340,000	110.874	376,972	119.933	407,771	0.7
Province of Alberta Canada	2.050	06/01/2030	991,000	103.304	1,023,747	104.413	1,034,729	1.7
Province of Alberta Canada	2.550	06/01/2027	138,000	107.614	148,507	108.632	149,913	0.3
Province of British Columbia	2.800	06/18/2048	341,000	105.590	360,062	119.927	408,950	0.7
Province of British Columbia Canada	4.300	06/18/2042	184,000	135.989	250,220	143.208	263,503	0.4
Province of Manitoba	2.600	06/02/2027	55,000	98.345	54,090	109.623	60,293	0.1
Province of New Brunswick	3.100	08/14/2028	324,000	109.568	354,999	113.783	368,656	0.6
Province of New Brunswick	3.100	08/14/2048	165,000	95.271	157,197	119.745	197,579	0.3
Province of New Brunswick	1.800	08/14/2025	41,000	99.907	40,962	104.471	42,833	0.1
Province of Ontario	2.650	02/05/2025	3,904,000	105.600	4,122,632	108.478	4,234,974	7.1
Province of Ontario	1.850	02/01/2027	2,870,000	101.661	2,917,659	105.316	3,022,561	5.1
Province of Ontario	4.700	06/02/2037	1,234,000	138.902	1,714,049	142.175	1,754,444	2.9
Province of Ontario	2.800	06/02/2048	1,172,000	110.408	1,293,986	118.842	1,392,831	2.3
Province of Ontario	2.650	12/02/2050	915,000	108.509	992,858	117.687	1,076,832	1.8
Province of Ontario	3.450	06/02/2045	749,000	124.689	933,919	129.411	969,286	1.6
Province of Ontario	2.900	06/02/2028	702,000	111.862	785,273	112.885	792,453	1.3
Province of Ontario	2.900	12/02/2046	448,000	104.441	467,897	119.499	535,354	0.9
Province of Ontario	2.600	06/02/2027	361,000	109.683	395,956	110.105	397,480	0.7
Province of Ontario	2.900	06/02/2049	58,000	101.799	59,043	121.595	70,525	0.1
Province of Quebec	1.850	02/13/2027	3,110,000	101.065	3,143,111	105.514	3,281,483	5.5
Province of Quebec	2.600	07/06/2025	2,348,000	105.689	2,481,586	108.882	2,556,540	4.3
Province of Quebec	3.500	12/01/2048	297,000	118.839	352,953	134.574	399,685	0.7
Province of Quebec	3.100	12/01/2051	153,000	114.449	175,107	129.189	197,658	0.3
Province of Quebec	5.000	12/01/2041	52,000	146.500	76,180	154.394	80,285	0.1
					23,408,153		24,454,260	41.1
Municipal Bonds								
City of Toronto Canada	2.600	09/24/2039	1,264,000	102.046	1,289,856	105.759	1,336,794	2.2
					1,289,856		1,336,794	2.2
Corporate Bonds								
407 International Inc.	4.190	04/25/2042	247,000	109.300	269,972	126.250	311,838	0.5
407 International Inc.	6.470	07/27/2029	35,000	129.834	45,442	138.886	48,610	0.1
AltaLink, L.P.	4.090	06/30/2045	231,000	115.451	266,692	129.001	297,993	0.5
AltaLink, L.P.	3.399	06/06/2024	101,000	103.603	104,639	108.510	109,595	0.2
AltaLink, L.P.	3.990	06/30/2042	10,000	107.689	10,769	125.325	12,533	0.0
Anheuser-Busch InBev Finance Inc.	4.320	05/15/2047	57,000	95.693	54,545	105.749	60,277	0.1
Apple Inc	2.513	08/19/2024	799,000	103.129	823,998	105.713	844,651	1.4
Bank of Montreal	2.890	06/20/2023	1,189,000	103.688	1,232,853	105.434	1,253,610	2.1
Bank of Montreal	2.270	07/11/2022	493,000	100.069	493,338	102.670	506,161	0.9
Bank of Nova Scotia	2.380	05/01/2023	999,000	102.058	1,019,560	103.229	1,031,258	1.7
Bell Canada Inc	3.350	03/12/2025	250,000	102.557	256,393	107.702	269,256	0.5
Bell Canada Inc	3.350	03/22/2023	107,000	103.670	110,927	105.023	112,375	0.2
Canadian Imperial Bank of Commerce	2.000	04/17/2025	782,000	99.835	780,711	102.241	799,527	1.3
Canadian Imperial Bank of Commerce	2.300	07/11/2022	652,000	101.606	662,473	102.750	669,931	1.1
Canadian Imperial Bank of Commerce	3.300	05/26/2025	470,000	104.144	489,476	110.097	517,455	0.9
Canadian Imperial Bank of Commerce	2.970	07/11/2023	2,000	105.699	2,114	105.692	2,114	0.0
Canadian National Railway Company	3.600	02/08/2049	138,000	100.423	138,584	119.708	165,198	0.3
Canadian Tire Corp Ltd	5.610	09/04/2035	79,000	110.540	87,327	115.912	91,570	0.2
Capital Desjardins inc.	4.954	12/15/2026	211,000	108.506	228,948	105.008	221,568	0.4
CCL Industries Inc Call/28	3.864	04/13/2028	290,000	102.585	297,496	109.923	318,776	0.5
Choice Properties Real Estate Investment Trust	3.827	03/04/2050	13,000	100.000	13,000	97.603	12,688	0.0
CPPIB Capital Inc	3.000	06/15/2028	1,222,000	104.802	1,280,680	113.523	1,387,255	2.3
Federation des Caisses Desjardins du Quebec	2.856	05/26/2030	382,000	100.383	383,463	103.333	394,730	0.7
Federation des Caisses Desjardins du Quebec	3.056	09/11/2023	224,000	99.746	223,431	106.165	237,810	0.4
Federation des Caisses Desjardins du Quebec	2.091	01/17/2022	103,000	97.763	100,696	101.901	104,958	0.2

*Includes outstanding accruals except for bond accrued interest and distribution payable which is reinvested in the fund.

Jarislowsky, Fraser Fossil Fuel Free Bond Fund

Issuer	CPN %	Earliest Call / Maturity Date	Shares / Units	Average Unit Cost	Total Cost at Purchase	Price	Current or Market Value	% of Total
Great-West Lifeco Inc	2.379	05/14/2030	254,000	100.000	254,000	104.524	265,490	0.4
Heathrow Funding Ltd	3.400	03/08/2028	166,000	103.751	172,227	104.083	172,777	0.3
Heathrow Funding Ltd	3.782	09/04/2030	33,000	102.413	33,796	105.090	34,680	0.1
HSBC Bank Canada	2.908	09/29/2021	265,000	101.925	270,102	102.241	270,940	0.5
HSBC Bank Canada	2.253	09/15/2022	159,000	99.934	158,895	101.892	162,008	0.3
Hydro One Inc	3.640	04/05/2050	958,000	112.826	1,080,872	122.395	1,172,547	2.0
Hydro One Inc	2.540	04/05/2024	446,000	104.530	466,204	105.237	469,355	0.8
Hydro One Inc	3.020	04/05/2029	346,000	100.199	346,689	111.388	385,404	0.6
Industrial Alliance Insurance and Financial Services Inc.	2.640	02/23/2027	69,000	100.948	69,654	101.772	70,223	0.1
Intact Financial Corporation	4.700	08/18/2021	131,000	107.938	141,399	104.079	136,343	0.2
Manulife Financial Corporation CALL/23	3.317	05/09/2028	1,520,000	101.618	1,544,599	104.769	1,592,482	2.7
Metro Inc.	3.390	12/06/2027	259,000	97.492	252,504	110.827	287,042	0.5
Metropolitan Life Global Funding I	3.394	04/09/2030	274,000	101.956	279,360	110.024	301,465	0.5
Mondelez International Inc.	3.250	03/07/2025	815,000	103.869	846,531	107.171	873,442	1.5
National Bank of Canada	2.983	03/04/2024	1,654,000	104.000	1,720,155	105.762	1,749,302	2.9
National Bank of Canada	1.957	06/30/2022	103,000	99.409	102,391	102.122	105,186	0.2
NAV Canada	2.924	09/29/2051	25,000	100.000	25,000	108.814	27,203	0.0
Rogers Communications Inc.	3.250	05/01/2029	371,000	106.378	394,664	109.571	406,508	0.7
Rogers Communications Inc.	3.650	03/31/2027	10,000	99.511	9,951	111.119	11,112	0.0
Royal Bank of Canada	3.296	09/26/2023	1,479,000	104.476	1,545,194	106.426	1,574,037	2.6
Royal Bank of Canada	2.949	05/01/2023	297,000	103.237	306,614	105.384	312,990	0.5
Shaw Communications Inc.	4.250	12/09/2049	235,000	101.336	238,140	109.970	258,429	0.4
Shaw Communications Inc.	3.300	12/10/2029	169,000	100.969	170,638	107.468	181,620	0.3
TELUS Corp	4.850	04/05/2044	534,000	118.454	632,546	123.658	660,335	1.1
TELUS Corp	3.300	05/02/2029	183,000	101.600	185,927	109.574	200,521	0.3
The Bank of Nova Scotia	3.270	01/11/2021	567,000	101.692	576,591	101.458	575,269	1.0
The Toronto-Dominion Bank	3.105	04/22/2030	620,000	101.055	626,543	105.314	652,944	1.1
The Toronto-Dominion Bank	1.909	07/18/2023	602,000	100.083	602,498	102.716	618,352	1.0
The Toronto-Dominion Bank	3.005	05/30/2023	119,000	99.736	118,686	105.759	125,853	0.2
The Walt Disney Company	3.057	03/30/2027	175,000	102.342	179,098	107.309	187,790	0.3
Thomson Reuters Corp	2.239	05/14/2025	300,000	100.000	300,000	102.245	306,734	0.5
Toronto-Dominion Bank/The	1.943	03/13/2025	773,000	98.702	762,964	102.373	791,347	1.3
Verizon Communications Inc	3.625	05/16/2050	862,000	98.827	851,889	110.077	948,862	1.6
Wells Fargo & Company	3.874	05/21/2025	1,115,000	103.780	1,157,147	107.485	1,198,454	2.0
Wells Fargo & Company	2.493	02/18/2027	174,000	98.754	171,833	101.715	176,984	0.3
Wells Fargo Financial Canada Corporation	3.040	01/29/2021	244,000	101.032	246,518	101.322	247,226	0.4
					26,219,345		27,292,993	45.9
Accrued Interest Total					324,844		324,844	0.5
					324,844		324,844	0.5
Cash & Short Term Investments*					248,570		248,570	0.4
					248,570		248,570	0.4
Total Portfolio in C\$					57,176,975		59,503,581	100.0

*Includes outstanding accruals except for bond accrued interest and distribution payable which is reinvested in the fund.

Jarislowsky, Fraser Fossil Fuel Free Canadian Equity Fund

Issuer	CPN %	Earliest Call / Maturity Date	Shares / Units	Average Unit Cost	Total Cost at Purchase	Price	Current or Market Value	% of Total
Materials								
CCL Industries Inc., Class B			43,425	45.958	1,995,734	43.880	1,905,489	2.7
Nutrien Ltd			47,140	52.107	2,456,307	43.620	2,056,247	2.9
Winnipeg Ltd.			27,765	44.551	1,236,948	41.590	1,154,746	1.6
					5,688,989		5,116,482	7.3
Industrials								
CAE Inc.			52,780	21.948	1,158,439	22.020	1,162,216	1.7
Canadian National Railway Company			31,625	116.448	3,682,659	120.110	3,798,479	5.4
Magna International Inc			12,680	59.701	757,008	60.460	766,633	1.1
SNC-Lavalin Group Inc.			53,210	23.640	1,257,879	22.910	1,219,041	1.7
Stantec Inc.			79,060	39.780	3,145,037	41.910	3,313,405	4.7
Thomson Reuters Corp			28,730	93.496	2,686,143	92.240	2,650,055	3.8
WSP Global Inc.			34,000	86.337	2,935,472	83.260	2,830,840	4.0
					15,622,637		15,740,668	22.4
Consumer Discretionary								
Gildan Activewear			70,190	24.430	1,714,746	21.030	1,476,096	2.1
Restaurant Brands International Inc			33,805	71.829	2,428,187	73.890	2,497,851	3.6
					4,142,933		3,973,947	5.7
Consumer Staples								
Empire Company Ltd.			37,340	30.908	1,154,095	32.510	1,213,923	1.7
Metro Inc., Class A			37,615	56.358	2,119,923	56.000	2,106,440	3.0
Premium Brands Holdings Corp			12,695	86.249	1,094,936	86.600	1,099,387	1.6
Saputo Inc.			42,685	35.580	1,518,733	32.370	1,381,713	2.0
					5,887,687		5,801,464	8.3
Financials								
Brookfield Asset Management Inc			78,500	46.208	3,627,356	44.680	3,507,380	5.0
Canadian Western Bank			82,550	24.116	1,990,771	23.650	1,952,308	2.8
iA Financial Corp Inc			36,970	46.634	1,724,057	45.460	1,680,656	2.4
Intact Financial Corporation			21,380	130.745	2,795,322	129.210	2,762,510	3.9
Manulife Financial Corporation			153,098	18.630	2,852,198	18.470	2,827,720	4.0
Royal Bank of Canada			16,993	91.310	1,551,635	92.110	1,565,225	2.2
The Bank of Nova Scotia			58,050	59.569	3,457,990	56.180	3,261,249	4.6
The Toronto-Dominion Bank			56,345	61.794	3,481,805	60.590	3,413,944	4.9
					21,481,135		20,970,991	29.9
Information Technology								
CGI Group Inc.			36,970	87.595	3,238,394	85.530	3,162,044	4.5
Enghouse Systems Ltd.			51,680	52.443	2,710,255	72.500	3,746,800	5.3
Open Text Corporation			58,050	53.032	3,078,526	57.650	3,346,583	4.8
Shopify Inc			1,180	830.625	980,137	1,289.770	1,521,929	2.2
The Descartes Systems Group Inc.			45,845	57.561	2,638,896	71.670	3,285,711	4.7
					12,646,209		15,063,066	21.5
Real Estate								
Altus Group Ltd.			15,465	42.176	652,252	40.790	630,817	0.9
					652,252		630,817	0.9
Cash & Short Term Investments*								
					2,842,217		2,842,025	4.1
					2,842,217		2,842,025	4.1
Total Portfolio in C\$					68,964,059		70,139,461	100.0

*Includes outstanding accruals except for bond accrued interest and distribution payable which is reinvested in the fund.

Jarislowsky, Fraser Fossil Fuel Free Global Equity Fund

Issuer	Shares / Units	Average Unit Cost	Total Cost at Purchase (CAD)	Price	Current or Market Value (CAD)	% of Total
Materials						
Air Liquide SA	2,893	98.855 EUR	428,082	128.400 EUR	568,275	0.9
Air Liquide SA	1,230	113.802 EUR	212,143	128.400 EUR	241,593	0.4
Sika AG	3,800	147.887 CHF	764,436	182.350 CHF	996,018	1.7
			1,404,661		1,805,887	3.0
Industrials						
Atlas Copco AB	19,585	301.223 SEK	809,879	394.600 SEK	1,129,797	1.9
Copart Inc	12,160	68.740 USD	1,139,780	83.270 USD	1,379,119	2.3
FANUC CORPORATION	4,470	19,141.501 JPY	1,044,651	19,260.000 JPY	1,086,882	1.8
Intertek Group PLC	8,710	48.395 GBP	728,532	54.400 GBP	797,402	1.3
Relx PLC	29,670	16.653 GBP	852,903	18.700 GBP	933,725	1.6
Schneider Electric SA	6,550	73.503 EUR	723,470	98.880 EUR	990,751	1.6
Verisk Analytics, Inc., Class A	5,390	122.629 USD	894,832	170.200 USD	1,249,476	2.1
			6,194,047		7,567,153	12.6
Consumer Discretionary						
Alibaba Group Holding Ltd.	2,860	181.135 USD	698,413	215.700 USD	840,226	1.4
Amazon.com Inc	610	1,957.614 USD	1,698,133	2,758.820 USD	2,292,097	3.8
Booking Holdings Inc	580	1,712.218 USD	1,332,064	1,592.340 USD	1,257,892	2.1
Hilton Worldwide Holdings Inc	7,810	84.281 USD	884,009	73.450 USD	781,308	1.3
LVMH Moët Hennessy-Louis Vuitton SA	2,030	300.860 EUR	919,394	390.500 EUR	1,212,640	2.0
The TJX Companies, Inc.	12,090	47.990 USD	781,205	50.560 USD	832,555	1.4
			6,313,218		7,216,718	12.0
Consumer Staples						
Anheuser-Busch InBev NV, ADR	9,290	75.278 USD	939,435	49.300 USD	623,796	1.0
Colgate-Palmolive Company	7,260	68.223 USD	669,716	73.260 USD	724,408	1.2
Costco Wholesale Corporation	1,930	231.955 USD	601,884	303.210 USD	797,041	1.3
Diageo plc	15,640	27.782 GBP	749,658	26.815 GBP	705,789	1.2
LCI Industries	3,650	114.454 USD	562,718	114.980 USD	571,603	1.0
PepsiCo, Inc.	7,460	120.341 USD	1,215,628	132.260 USD	1,343,838	2.2
Tsuruha Holdings Inc	4,680	12,032.764 JPY	689,025	14,850.000 JPY	877,386	1.5
Unilever NV	15,100	48.404 EUR	1,099,450	47.250 EUR	1,091,424	1.8
			6,527,513		6,735,286	11.2
Health Care						
Abbott Laboratories	13,410	69.505 USD	1,260,871	91.430 USD	1,669,926	2.8
Becton, Dickinson and Company	4,710	226.976 USD	1,444,301	239.270 USD	1,534,931	2.6
Boston Scientific Corp	31,270	35.708 USD	1,523,208	35.110 USD	1,495,335	2.5
Dechra Pharmaceuticals PLC	17,460	28.134 GBP	827,497	28.460 GBP	836,256	1.4
IQVIA Holdings Inc	5,610	119.363 USD	902,981	141.880 USD	1,084,086	1.8
Roche Holding AG	2,720	273.752 CHF	1,016,506	328.350 CHF	1,283,760	2.1
UnitedHealth Group Incorporated	4,350	236.760 USD	1,392,462	294.950 USD	1,747,501	2.9
			8,367,826		9,651,794	16.1
Financials						
AIA Group Ltd.	76,880	67.899 HKD	901,968	72.300 HKD	976,797	1.6
AXA SA	29,850	21.100 EUR	944,137	18.612 EUR	849,870	1.4
Bank OZK	15,400	27.709 USD	573,053	23.470 USD	492,282	0.8
Chubb Ltd	8,980	145.004 USD	1,751,081	126.620 USD	1,548,668	2.6
DBS Group Holdings Ltd.	53,140	23.635 SGD	1,226,086	20.800 SGD	1,079,132	1.8
HDFC BANK LTD - ADR	11,150	50.203 USD	751,122	45.460 USD	690,373	1.1
Interactive Brokers Group Inc	13,480	48.358 USD	872,814	41.770 USD	766,892	1.3
Nordea Bank Abp	76,910	70.789 SEK	777,361	64.310 SEK	723,071	1.2
			7,797,621		7,127,085	11.9
Information Technology						
ASML Holding NV	3,070	185.329 EUR	864,075	326.900 EUR	1,535,211	2.6
Fiserv, Inc.	7,720	79.323 USD	827,155	97.620 USD	1,026,445	1.7
KEYENCE CORPORATION	2,920	31,866.334 JPY	1,148,429	45,030.000 JPY	1,659,982	2.8
Mastercard Inc., Class A	4,400	206.878 USD	1,232,393	295.700 USD	1,772,082	2.9
Microsoft Corporation	14,190	121.865 USD	2,349,999	203.510 USD	3,933,217	6.5
Oracle Corporation	17,100	49.678 USD	1,146,721	55.270 USD	1,287,257	2.1
			7,568,772		11,214,194	18.6
Communication Services						
Alphabet Inc. Class A	790	1,226.167 USD	1,333,310	1,418.050 USD	1,525,803	2.5
Alphabet Inc. Class C	500	958.303 USD	630,001	1,413.610 USD	962,674	1.6
Facebook Inc	6,140	238.196 USD	1,963,610	227.070 USD	1,898,925	3.2
Tencent Holdings Limited	13,320	363.482 HKD	835,122	498.600 HKD	1,167,103	1.9
			4,762,043		5,554,505	9.2
Cash & Short Term Investments*			3,266,091		3,258,220	5.4
			3,266,091		3,258,220	5.4
Total Portfolio in C\$			52,201,792		60,130,841	100.0

*Includes outstanding accruals except for distribution payable which is reinvested in the fund.

UNIVERSITY OF WINNIPEG FOUNDATION (JF11508) COMPLIANCE REPORT AS AT JUNE 30, 2020

ASSET MIX - AT MARKET VALUE	RANGE (%)	ACTUAL (%)	IN COMPLIANCE
Cash & Cash Equivalents	0 - 10	0.0	Yes
Bonds	30 - 50	34.8	Yes
Canadian Equities	15 - 35	24.0	Yes
Global Equities	25 - 45	41.2	Yes

BONDS	IN COMPLIANCE
• The portfolio will exclude the FTSE TMX Energy corporate group, with the exception of renewable energy entities as defined by Jarislowsky Fraser.	Yes
• The portfolio will exclude the non-energy sector companies that have material proven coal, oil or gas reserves that are used for energy purposes.	Yes
• Green bonds will be considered for inclusion if they have an attractive risk/return profile.	Yes

EQUITIES	IN COMPLIANCE
• The portfolio will exclude the GICS® Energy Sector, with the exception of renewable energy entities as defined by Jarislowsky Fraser.	Yes
• The portfolio will exclude the non-energy sector companies that have material proven coal, oil or gas reserves that are used for energy purposes.	Yes

GENERAL	IN COMPLIANCE
• In the event of a conflict between the investment policy guidelines of the JF Fossil Fuel Free Pooled Funds and the statement of investment policies and guidelines of the University of Winnipeg Foundation the investment policy guidelines of the JF Fossil Fuel Free Pooled Funds shall supersede the statement of investment policies and guidelines of the University of Winnipeg Foundation.	Yes

I believe this to be a factual representation of compliance with the Statement of Investment Policies and Procedures throughout the reporting period.

Compliance verified by:



Chad Van Norman, CFA
Managing Director & Portfolio Manager

July 6, 2020
Date

The JF Pooled Fund compliance reports are attached.

JARISLOWSKY, FRASER FOSSIL FUEL FREE BOND FUND

CERTIFICATE OF COMPLIANCE

As at June 30, 2020

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. For the purposes of the JF Fossil Fuel Free Funds, exposure to most companies within the Energy sector will be excluded. In addition, the portfolio carbon footprint will be actively managed using both proprietary analysis and external services. The Funds will tend to avoid highly cyclical industries. If at any time an investment or group of investments within the Funds does not conform to the limitations set out below, the ISC will exercise its best judgment as to the action required to correct the situation. If it appears that the situation will be corrected within a short period, possibly through deployment of new contributions to the Fund, it may elect not to liquidate the non-conforming investments. Under normal circumstances, the liquidity reserve of each Fund will be between 0% and 10% of the Fund's market value. All income and capital gains are distributed in the form of additional units of each Fund.

BENCHMARK: FTSE TMX Canada Universe Bond Index

Cash & Equivalents

- R-1(L) ^ rating for cash & equivalents

IN COMPLIANCE

YES NO

✓ ☐

Bonds

- The FTSE TMX Canada Universe Bond Index serves as the benchmark for the Fund and the Fund will use the same credit rating scale as the Index.
- The Fund will exclude the FTSE TMX Energy corporate group, with the exception of renewable energy entities as defined by Jarislowsky Fraser.
- The Fund will also exclude non-energy corporate group companies:
 - That own operating businesses with material proven thermal coal, oil or gas reserves.
 - That have a significant amount of value attributable directly to the extraction and production of fossil fuels, or indirectly through transportation, distribution, equipment and services.
 - With significant exposure to power generation from fossil fuels. Exceptions may be made where a company has a clear strategy to meaningfully increase the percentage of renewables.
- Green bonds will be emphasized subject to availability and prudent portfolio diversification objectives.
- In addition, the portfolio carbon footprint will be managed to deliver a materially reduced emission intensity.
- Depending on the market conditions, the Fund would typically be overweight in quality non-cyclical corporate issuers and diversified between the corporate groups as defined by the Index. An additional component of the Fund may be invested in Provincial or Municipal issuers which are both higher yielding than Federal bonds. Generally the Federal component will be used for the purpose of adjusting duration.
- The average credit rating of all of the holdings in the Fund will be A or better.
- The minimum quality rating of any bond purchased in the Fund will be BBB.
- The maximum aggregate holdings of A or better rated corporate bonds of any one issuer will be 10% of the total market value of the Fund.
- The maximum aggregate holdings of BBB rated bonds will be 20% of the total market value of the Fund.
- The maximum holding in a single BBB corporate issuer will be 5%.
- The Fund may be invested up to 100% in corporate issues.
- Not more than 25% of the total market value of the Fund will be invested in any one Index-defined corporate group, except for Financials where the limit will be 40%.
- Not more than 20% of the total market value of the Fund will be invested in private placements.
- Not more than 20% of the market value of the Fund will be invested in Maple bonds.
- Not more than 20% of the market value of the Fund will be invested in foreign currency issues of Canadian borrowers.
- Quarterly distribution.

✓ ☐

SECURITIES LENDING:

Jarislowsky Fraser Pooled Funds' Trust Agreements permit securities lending for the benefit of the Funds.

^ As rated by DBRS. Should DBRS not rate an issuer, the order of priority for Rating Agencies will be Standard & Poor's, Moody's and then Fitch.

To the best of our knowledge, we are in compliance with the guidelines and constraints set out in the investment policy.

N.T. Poon. 2.

Jarislowsky, Fraser Limited

July 20, 2020

JARISLOWSKY, FRASER FOSSIL FUEL FREE CANADIAN EQUITY FUND

CERTIFICATE OF COMPLIANCE

As at June 30, 2020

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. For the purposes of the JF Fossil Fuel Free Funds, exposure to most companies within the Energy sector will be excluded. In addition, the portfolio carbon footprint will be actively managed using both proprietary analysis and external services. The Funds will tend to avoid highly cyclical industries. If at any time an investment or group of investments within the Funds does not conform to the limitations set out below, the ISC will exercise its best judgment as to the action required to correct the situation. If it appears that the situation will be corrected within a short period, possibly through deployment of new contributions to the Fund, it may elect not to liquidate the non-conforming investments. Under normal circumstances, the liquidity reserve of each Fund will be between 0% and 10% of the Fund's market value. All income and capital gains are distributed in the form of additional units of each Fund.

IN COMPLIANCE

YES NO

Cash & Equivalents

- R-1(L)^ rating for cash & equivalents

✓ ☐

Canadian Equities

- The S&P/TSX Composite Index will serve as the benchmark for the Fund. The S&P/TSX60 Fossil Fuel Free Index may serve as a secondary benchmark.
- Securities of the Fund will be categorized as follows with the holdings limited to the ranges set forth:

✓ ☐

	Minimum	Maximum
Group I - High Quality Growth	50%	100% at market
Group II - Cyclical	0%	35% at market
Group III - Junior Growth	0%	15% at market

- The Fund will exclude the GICS® Energy Sector, with the exception of renewable energy entities as defined by Jarislowsky Fraser.
- The Fund will also exclude non-energy corporate group companies:
 - That own operating businesses with material proven thermal coal, oil or gas reserves.
 - That have a significant amount of value attributable directly to the extraction and production of fossil fuels, or indirectly through transportation, distribution, equipment and services.
 - With significant exposure to power generation from fossil fuels. Exceptions may be made where a company has a clear strategy to meaningfully increase the percentage of renewables.
- Green bonds will be emphasized subject to availability and prudent portfolio diversification objectives.
- In addition, the portfolio carbon footprint will be managed to deliver a materially reduced emission intensity.
- Maximum 10% of the total market value of the Fund will be invested in the securities of any single issuer.
- The Fund may invest up to 20% in non-Canadian equities.
- Quarterly distribution.

VOTING RIGHTS

Voting rights acquired through Fund investments are delegated to the Manager who at all times acts prudently and solely in the interest of Fund clients and beneficiaries.

SECURITIES LENDING:

Jarislowsky Fraser Pooled Funds' Trust Agreements permit securities lending for the benefit of the Funds.

^ As rated by DBRS. Should DBRS not rate an issuer, the order of priority for Rating Agencies will be Standard & Poor's, Moody's and then Fitch.

To the best of our knowledge, we are in compliance with the guidelines and constraints set out in the investment policy

N.T. Pien. 2.

Jarislowsky, Fraser Limited

July 20, 2020

JARISLOWSKY, FRASER FOSSIL FUEL FREE GLOBAL EQUITY FUND

CERTIFICATE OF COMPLIANCE

As at June 30, 2020

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. For the purposes of the JF Fossil Fuel Free Funds, exposure to most companies within the Energy sector will be excluded. In addition, the portfolio carbon footprint will be actively managed using both proprietary analysis and external services. The Funds will tend to avoid highly cyclical industries. If at any time an investment or group of investments within the Funds does not conform to the limitations set out below, the ISC will exercise its best judgment as to the action required to correct the situation. If it appears that the situation will be corrected within a short period, possibly through deployment of new contributions to the Fund, it may elect not to liquidate the non-conforming investments. Under normal circumstances, the liquidity reserve of each Fund will be between 0% and 10% of the Fund's market value. All income and capital gains are distributed in the form of additional units of each Fund.

BENCHMARK: MSCI World Net Index (C\$)

ASSET MIX RANGES

(% of market values)

- U.S. Equities (30-70%)
- International Equities (30-70%)

Actual

53.9%
40.7%

IN COMPLIANCE

YES	NO
<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="checkbox"/>

Cash & Equivalents

- R-1(L) ^ rating for cash & equivalents

Equities

- The Fund will be invested in publicly-traded equities of companies domiciled outside of Canada, warrants or debentures convertible into stocks and high quality money market instruments.
- Emerging markets, which are not part of the MSCI World Index, are limited to a 10% maximum weighting. Each emerging country, which is not part of the MSCI World Index, can have a maximum weighting of 5%.
- Securities of the Fund will be categorized as follows with the holdings limited to the ranges set forth:

	Minimum	Maximum
Group I - High Quality Growth	80%	100% at market
Group II & III - Junior Growth & Cyclical	0%	20% at market

- Maximum sector weight of the Fund as defined by the Global Industry Classification Standard (GICS®) is the greater of 25% or Index sector weight plus 15%.
- The Fund will exclude the GICS® Energy Sector, with the exception of renewable energy entities as defined by Jarislowsky Fraser.
- The Fund will also exclude non-energy corporate group companies:
 - That own operating businesses with material proven thermal coal, oil or gas reserves.
 - That have a significant amount of value attributable directly to the extraction and production of fossil fuels, or indirectly through transportation, distribution, equipment and services.
 - With significant exposure to power generation from fossil fuels. Exceptions may be made where a company has a clear strategy to meaningfully increase the percentage of renewables.
- Green bonds will be emphasized subject to availability and prudent portfolio diversification objectives.
- In addition, the portfolio carbon footprint will be managed to deliver a materially reduced emission intensity.
- Maximum 10% of the total market value of the Fund will be invested in the securities of any single issuer.
- Under normal economic and political conditions, currency positions are not hedged.
- Purchases of stocks are restricted to companies with a minimum US\$1 billion market capitalization. However, the threshold for market capitalization is lowered to US\$500 million in the case of smaller or emerging markets where few companies meet the US \$1 billion market capitalization criterion.
- Semi-annual distribution.

VOTING RIGHTS

Voting rights acquired through Fund investments are delegated to the Manager who at all times acts prudently and solely in the interest of Fund clients and beneficiaries.

SECURITIES LENDING:

Jarislowsky Fraser Pooled Funds' Trust Agreements permit securities lending for the benefit of the Funds.

^ As rated by DBRS. Should DBRS not rate an issuer, the order of priority for Rating Agencies will be Standard & Poor's, Moody's and then Fitch.

To the best of our knowledge, we are in compliance with the guidelines and constraints set out in the investment policy.

N.T. Poon

Jarislowsky, Fraser Limited

July 20, 2020