

Prepared For:

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# **Quarterly Report**

June 30, 2022

### Account

University of Winnipeg Foundation JF11508 RBC Investor & Treasury Services \* 139113002

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# Portfolio Overview

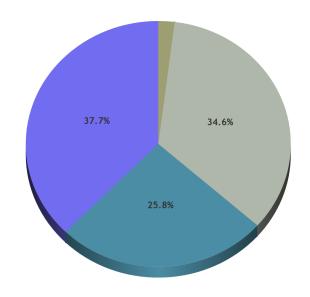
Canadian Dollars

As of Trade Dates: 12/3

12/31/2021 - 6/30/2022

-	31-Mar-2022		30-Jun-2022				_
Asset Mix	Market Value	% Assets	Market Value	% Assets	Policy Range	Annual Income Estimate	Curr. Yield %
Fixed Income	46,879	33.0	47,107	36.5	30% - 50%	1,244	2.6
Cash and Equivalents	1,649	1.2	2,547	2.0	0% - 10%	0	0.0
Bonds	45,230	31.8	44,559	34.6	30% - 50%	1,244	2.8
Equity	95,344	67.0	81,802	63.5	50% - 70%	1,221	1.5
Canadian Equity	37,505	26.4	33,223	25.8	15% - 35%	690	2.1
Foreign Equity Funds	57,839	40.7	48,579	37.7		531	1.1
Total	142,223	100.0	128,909	100.0		2,464	1.9

# **Asset Mix** as of 6/30/2022



# **Activity Summary**

	Month to Date	Quarter to Date	Year to Date
Beginning Value	133,802	142,223	156,072
Contributions	0	1,425	1,425
Withdrawals	0	(227)	(469)
Income	766	766	1,227
Change in Market Value	(5,660)	(15,278)	(29,346)
Due to price variations	(5,660)	(15,278)	(29,346)
Due to foreign exchange variations	0	0	0
Ending Value	128,909	128,909	128,909

# **Performance Summary**

	Month To Date	Quarter To Date	Year To Date
University of Winnipeg Foundation	-3.66	-10.12	-17.96
Benchmark	-5.45	-10.30	-13.93
Value Added	1.79	0.18	-4.03

### 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

Gross of Fees | Canadian Dollars 6/30/2022

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# **Performance History**

	Month To Date	Quarter To Date	Year To Date	Latest 1 Year	Annualized Latest 2 Years	Annualized Latest 3 Years	Annualized Since Inception 1/31/2019
TOTAL PORTFOLIO	-3.66	-10.12	-17.96	-12.21	1.87	3.48	5.45
Benchmark	-5. <i>4</i> 5	-10.30	-13.93	-9.19	2.58	3.53	5.06
Value Added	1.79	0.18	-4.03	-3.02	-0.71	-0.05	0.39
Bonds	-2.17	-5.70	-12.08	-11.14	-6.51	-1.69	0.02
FTSE Canada Universe Bond Index	-2.18	-5.66	-12.23	-11.39	-7.02	-2.30	-0.58
Canadian Equity	-2.64	-11.42	-18.00	-12.22	9.70	5.91	7.72
S&P/TSX Composite Index	-8.71	-13.19	-9.87	-3.87	13.43	7.97	9.09
Foreign Equity Funds	-5.82	-13.47	-23.18	-14.15	3.29	5.56	7.98
MSCI World Index C\$ - Net	-6.85	-13.44	-18.82	-10.77	6.21	6.54	8.14

### \*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.

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

<sup>-</sup> 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.

### Second Quarter 2022

# **Investment Review and Outlook**

### **HIGHLIGHTS**

### **Economic Review**

- · We are seeing the growth slowdown that was expected. Financial markets have put the pandemic and Ukraine war on the backburner and are now squarely focused on the prospects of a recession.
- · Bond markets outperformed equity markets, although they still posted losses with interest rates continuing to rise.
- On the equity side, defensive sectors like Health Care, Consumer Staples, Communication Services, and Utilities were the winners and most economically-sensitive sectors were losers as investors searched for a safe harbour.

### **Investment Outlook**

- · The economic cycle is destined to slow down as policy stimulus is being withdrawn.
- · Longer term valuations for all assets will be dictated to a large degree by whether we see a regime change in inflation.

### **Economic Review**

We are seeing the growth slowdown that was expected, with equity markets resetting to valuations more in line with the rise in interest rates. Equity markets are now debating the extent of the earnings impact from the economic slowdown.

Unique to this cycle, the magnitude and stubbornness of inflation means central banks will have to err on the side of caution. At the end of the day, we are at the point where we have to choose whether we are in a mid-cycle slowdown with a recovery ahead or on the path to the end of the business cycle; we think the risk is tilted toward the

latter. Just as the economy quickly expanded, following the fiscal and monetary stimulus introduced during the pandemic, it is now quickly contracting as liquidity retreats. However, the financial system is healthy and credit is flowing, which is key in a heavily leveraged economy. In addition, the excesses in the economy are not obvious (outside of real estate). We believe the liquidity withdrawal should be more painful for Wall Street than Main Street.

Financial markets have put the pandemic and Ukraine war on the backburner and are now squarely focused on the prospects of a recession. The weakness in housing markets and manufacturing orders relative to inventories is an indicator of an economic contraction ahead. Weakness in commodity prices such as lumber, copper, and fertilizers point to an eventual easing of inflation numbers. With consumer sentiment at record lows, we have to acknowledge that inflation is having an impact on spending intentions.

#### **Bond Markets**

It was another tough quarter for financial markets as interest rates rose dramatically along with rising inflation. Bond markets outperformed equity markets, although they still posted losses with interest rates at the front end of the yield curve increasing approximately 0.6% and long-term rates rising by 0.3%. Corporate bonds underperformed federal bonds of similar maturities as recession risks increased towards the end of the quarter and credit spreads widened.

With inflation rates continuing to rise, the US Federal Reserve ratcheted up the magnitude of interest rate increases, starting with the 0.25% increase in March, followed up by a 0.5% increase in May and finally a 0.75% increase in June. The Bank of Canada implemented two more 0.5% increases and did not rule out even greater increases in the near future. The current overnight interest rate in Canada is 1.5% and the markets are pricing at least double that rate by the end of this year.



It is notable that markets are pricing in interest rate cuts for 2023 as they see the risk of recession rising. A recessionary environment, in turn, should be positive for bond market returns as interest rates typically decline in recessions.

### **Equity Markets**

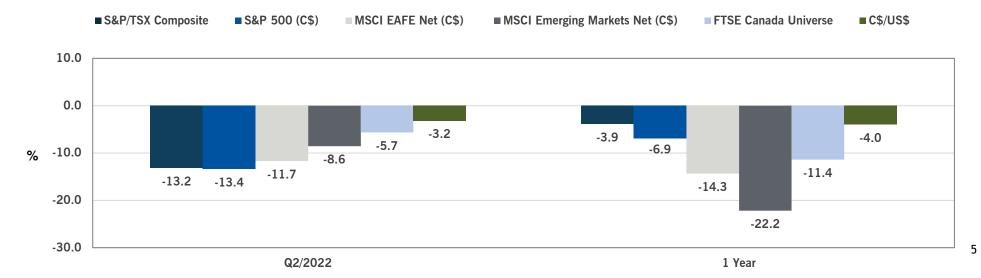
After another quarter of rising inflation and interests rates we have now recorded the worst start to the year in financial markets in decades. In many developed countries, the market dynamics shifted this quarter from accommodating rising interest rates to running away from them. With inflation data coming in hot, the general perception seems to be that a hard landing is appearing likely, thanks to central banks that stayed too long in the "transitory" camp and are now forced to tip economies into recession territory to avoid structurally higher inflation.

Defensive sectors like Health Care, Consumer Staples, Communication Services, and Utilities were the winners and most economically-sensitive sectors were losers as investors searched for a safe harbour. While conditions observed earlier in the year, such as rising oil prices and the rotation "from growth to value" continued, their effect was smaller and subsumed within the larger "risk off" trade as investors positioned

for a recession. Energy stocks in particular continued to perform well as a number of factors constrained supply, while at the same time global demand remained strong. These factors included the ongoing conflict in Ukraine and the related sanctions, OPEC+ maintaining production discipline and a number of production bottlenecks arising globally.

The other key factor in the market during the quarter, and partly an outgrowth of the "risk off" trade, was the strength of the U.S. dollar. Against a broad basket of currencies, the USD gained almost 7%, and reduced the performance of developed market stock indices in local currency to negative mid-teen levels when converted into USD. As an example, Japan, where inflation has remained relatively low (obviating an interest rate shock to quell prices), fell only 5% in local currency. However, with interest rate differentials widening, investors preferred the higher yielding U.S. market and sent the yen down 10%. The situation in Canada was less pronounced but followed the same pattern. The main exception in the quarter was China, where the currency is tightly managed. Its stock market rose 2% in the quarter, as investors perceived rising government stimulus in response to an economy that had already slowed considerably.

## Market Performance (Periods Ending June 30, 2022)





#### Outlook

The economic cycle is destined to slow down as policy stimulus is being withdrawn. As previously mentioned, a heavily indebted, credit-based economy needs liquidity to function. Almost all of the record money supply growth in the US can be attributed to the policy stimulus since March 2020. Now that the stimulus is being withdrawn, US fiscal policy alone will detract approximately 3% from economic growth in the upcoming year. Barring a dramatic near-term decline in inflation, central banks will continue raising interest rates in the face of an economic slowdown which raises the risk of recession measurably.

Longer term valuations for all assets will be dictated to a large degree by whether we see a regime change in inflation. If we return to the pre-pandemic, low inflation, environment, then expect a return to ideal financial market conditions or Goldilocks – not too hot or too cold. Valuations can then return to the historically elevated levels we saw pre-pandemic.

If the current, higher, inflation trend persists, then investment returns, whether in public or private markets, will continue to be under pressure as valuations will have to adjust to a higher inflation and interest rate environment. Currently, the central banks are presenting a strong stance in the fight against an inflation psychology that is at risk of becoming entrenched. It is, however, uncertain how strong their resolve will be once government deficits balloon and assets (including housing) reprice with rising interest rates.

We continue to manage our portfolios according to the same investment philosophy that has always guided our decisions and weathered through many market cycles and inflation regimes. We only invest in businesses that meet our strict investment criteria for quality and sustainable growth, and hold these companies for the long term as they continue to be resilient with strong fundamentals and excellent returns. We believe this time-tested approach will allow our client portfolios to outperform during recessions and periods of high inflation.

# JF Fossil Fuel Free Bond Fund Portfolio Report | Second Quarter 2022

### Portfolio Review

FTSE Canada Universe Sector Performance June 30, 2022									
Sector Index Q2 1 Year									
Short-term	-1.5	-4.8							
Mid-term	-4.8	-11.1							
Long-term	-11.8	-19.7							
Universe									

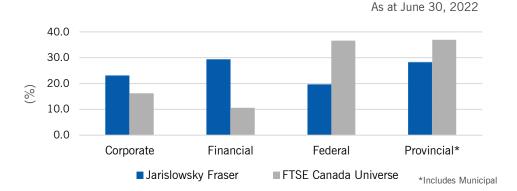
For the quarter, the Fossil Fuel Free Bond Fund tracked the FTSE Canada Universe Bond Index's return of -5.7%. After maintaining a neutral stance relative to the benchmark in terms of duration, we took advantage of the higher yields to increase the relative duration during the quarter. Our timing was slightly early, but we believe that the economic weakness that leading economic indicators are pointing to and moderating inflation pressures should lead to positive returns in the near future. When markets start voicing thoughts of 100bps interest rate hikes by central banks, the cycle is nearer to its end. The underperformance of corporate bonds was a detractor from the relative performance, while provincial bond underperformance helped as we were underweight in terms of risk.

Annualized Returns for Periods Ending June 30, 2022									
Q2 1 Year 2 Years 3 Years 4 Years S.									
	(%)	(%)	(%)	(%)	(%)	(%)			
Total Portfolio	-5.7	-11.2	-6.6	-1.7	0.6	0.7			
FTSE Canada Universe	-5.7	-11.4	-7.0	-2.3	0.0	0.4			

Annual Returns for Years Ending December 31st											
	2021 2020 2019										
	(%)	(%)	(%)	(%)							
Total Portfolio	-2.4	10.0	7.5	1.6							
FTSE Canada Universe	-2.5	8.7	6.9	1.4							

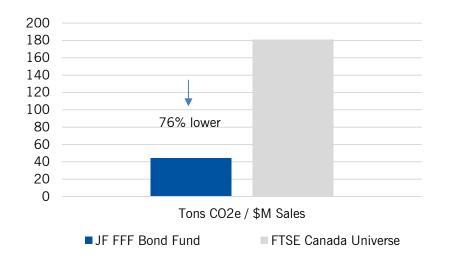
<sup>\*</sup>Since Inception date: 03/31/17

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.



# Carbon Footprint

As at June 30, 2022



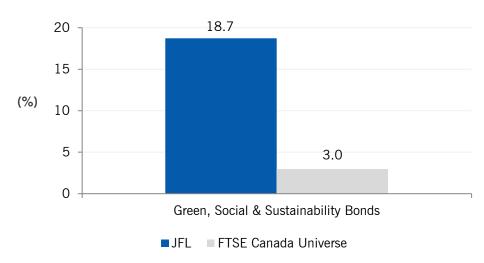
Holdings as at June 30, 2022. Carbon metrics and reporting generated on July 6, 2022. Portfolio weights are ex cash. Carbon Intensity = t CO2e/\$M USD Sales. Emissions include Scope 1 and Scope 2 Emissions. For portfolio, data availability is 60.8% with 13.7% comprised of MSCI estimates; for benchmark, data availability is 35.4% with 13.4% comprised of MSCI estimates. Data availability is lower for bond funds because of the inclusion of government bonds.

## Sustainable Finance Bonds

During the quarter, we added to our green bond holdings through a purchase of Ontario Power Generation 8-April-30 bonds on the secondary market. The proceeds of this green bond allowed OPG to expand its renewable energy footprint in the U.S. by financing the acquisition of a portfolio of 19 hydroelectric facilities. These hydroelectric facilities were added to OPG's wholly-owned subsidiary, Eagle Creek Renewable Energy, which now produces enough electricity to power more than 250,000 homes and avoid 1.8m tons of CO2e per year. In addition, proceeds were also used to financed OPG's first solar project, Nanticoke Solar, which is the development of a new solar facility on the site of what was once the largest coal-fired generation station in North America. It will provide long-term revenue streams for the local First Nations with whom OPG partnered on the project. The 2021 Estimated Emissions Avoided were 31,262 tons of CO2e.

As of June 30th, the Fossil Fuel Free Bond Fund held 18.7% in sustainable finance bonds, with 14.8% in green and 3.9% in sustainability-labelled bonds. Green bonds are a way for issuers to raise money specifically for environmentally friendly projects, such as renewable energy, energy efficiency, or clean transportation. Sustainability bonds are bonds whose proceeds are used for both environmental and social impact projects. Importantly, sustainable finance bonds function just like standard bonds, with a credit profile linked to that of the issuer.

## **Sustainable Finance Bonds**



Sources: JFL, Bloomberg

# JF Fossil Fuel Free Canadian Equity Fund Portfolio Report | Second Quarter 2022

## Portfolio Review

The rise in interest rates as well as food and energy prices across the world is impacting consumer disposable income, the full extent of which is expected to play out over the next quarters as central banks continue to tighten conditions. Although the Canadian economy remains vigorous for the moment (very tight labour market, lack of housing availability, etc.), the odds of a slowdown or recession have increased, which put pressure on stocks in the second quarter.

As such, the S&P/TSX Composite Index fell -13.2% last quarter (-9.9% YTD) led by declines in the Information Technology (-30.7%) and Materials (-23.7%) sectors, with Energy (-1.9%) holding up surprisingly well. The Canadian Equity Fossil Fuel Free Fund outperformed this quarter, though still underperforming the index year-to-date, mainly due to the direct and indirect impact of the Russian/Ukraine conflict and residual COVID transitory impacts. The vast majority of the businesses in the portfolio are performing in-line or better than expected, leading to the portfolio's stronger relative performance, especially in the last month of the quarter.

Top positive contributors for the quarter include  ${\bf CCL}$  (+8%),  ${\bf CGI}$  (+3%) and LifeWorks (+44%). CCL, our world class label and specialty packaging company, produced strong quarterly earnings, confirming their ability to pass along higher input prices. Growth prospects in most of their business lines remain favourable despite the uncertain economic environment. CGI saw expanding margins, an acceleration of organic growth, and continuous growth with smart tuck-in acquisitions. Its valuation remains attractive within the sector, and we are confident it can sustain 10% EPS growth over time. Finally, it was announced that Telus Health would be acquiring LifeWorks at a significant premium, subject to shareholder and regulatory approvals.

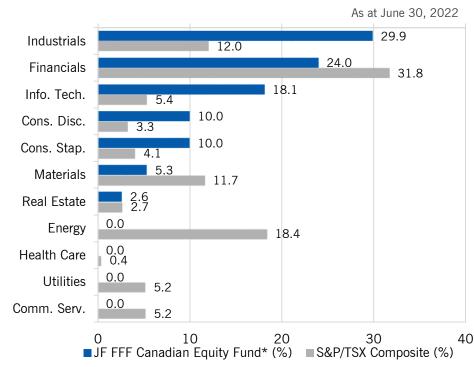
Negative contributors to relative performance include our position in **Shopify** (-52%) as well as our absence from the Energy sector. Shopify was impacted by the general multiple compression in Technology, the near-term economic headwind potentially impacting digital sales, as well as concerns when its substantial investments into Shopify Fulfillment Network would show profitability.

Annualized Returns for Periods Ending June 30, 2022									
Q2 1 Year 2 Years 3 Years 4 Years S.I.*									
	(%)	(%)	(%)	(%)	(%)	(%)			
Total Portfolio	-11.4	-12.2	9.7	5.9	6.8	7.1			
S&P/TSX Composite	-13.2	-3.9	13.4	8.0	6.9	7.3			

Annual Returns for Years Ending December 31st											
	<b>2021</b> (%)	<b>2020</b> (%)	<b>2019</b> (%)	<b>2018</b> (%)							
Total Portfolio S&P/TSX Composite	<b>24.6</b> 25.1	<b>9.1</b> 5.6	<b>24.1</b> 22.9	<b>-4.4</b> -8.9							

<sup>\*</sup>Since Inception date: 05/31/17

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.

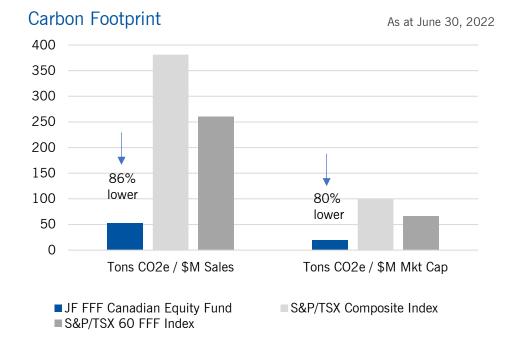


<sup>\*</sup>Ending weights presented ex. cash

Energy stocks benefitted mainly from higher oil prices as the enthusiasm around the sector continued. Supply constraints are certainly playing out, exacerbated by the uncertain outcome of Russian exports to Europe. History shows, however, that oil prices don't usually remain at these levels for an extended period of time without negatively impacting demand or causing a recession.

# **Noteworthy Changes**

During the quarter, we added to stocks where valuations have become quite attractive, notably **Magna**, **Premium Brands** and **Colliers**. We have also exited LifeWorks following the announcement of the take-over by Telus Health, and are redeploying funds into undervalued companies with better expected returns.



Holdings as at June 30, 2022. Carbon metrics and reporting generated on July 6, 2022. Portfolio weights are ex cash. Carbon Intensity = t CO2e/\$M USD Sales. Emissions include Scope 1 and Scope 2 Emissions. For portfolio, data availability is 100% with 16.9% comprised of MSCI estimates; for S&P/TSX Composite Index, data availability is 99.5% with 13.3% comprised of MSCI estimates; for S&P/TSX 60 FFF Index, data availability is 100% with 7.7% comprised of MSCI estimates.

# Climate Spotlight

**WSP Global**, which represents the fund's largest position at 6.0%, recently received two awards which highlighted its efforts and actions to support the climate transition:

- WSP is included in Corporate Knights' 2022 list of Best Corporate Citizens in Canada, recognizing its social and environmental leadership for the second consecutive year, which this year highlights the Company's performance, including above-average "clean revenues" earned from its environmental and other consulting capabilities, top-quartile environmental performance.
- WSP also received the 2022 World Finance Sustainability Award for its true commitment to cutting emissions across its entire value chain.

The company's 2021 clean revenues represented approximately 51.5% of its total revenues (revenues that have a clear environmental benefit and support the UN Sustainable Development Goals).

Finally, WSP's net zero by 2040 commitment is supported by science-based greenhouse gas emissions reduction targets. The company's scope 1 and 2 market-based emissions decreased by 39% between 2018 and 2021, and its scope 3 emissions decreased by 12% during the same period.

# JF Fossil Fuel Free Global Equity Fund Portfolio Report | Second Quarter 2022

Inflation has spiked globally and continues to run at levels not seen in decades. In Europe, the June headline inflation was +8.6% year-over-year which compares to +8.1% in May while core inflation (excluding food and energy) was +3.75% year-over-year. June energy price increases were stark at +3.3% month-over-month or +41.9% year-over year. Food inflation had its highest ever monthly increase of +1.1% month-over-month (+8.9% year-over year) with increases in both processed and unprocessed food. This is having broad reaching implications and is being transmitted directly to consumer confidence. The OECD forecasts real 2022 declines in consumer incomes of -2.6%, -2.9% and -4.5% for Germany, UK and Spain respectively, and are among the largest declines in the developed world. Furthermore, the June Eurozone Manufacturing PMI is softer at 52.1, down from 54.6 in May, the lowest in 22 months albeit still above the 50 threshold.

The ongoing COVID-19 lockdowns in China continue to impact supply chains across many industries to varying degrees, though there is evidence that supply chain stress is moderating.

Finally, during the quarter, many of the world's central banks accelerated the pace of interest rate hikes in order to keep inflation expectations anchored. Central banks in the US, UK, Switzerland, Australia, New Zealand, Sweden and Canada all pushed rates higher in addition to becoming incrementally more hawkish. A notable outlier is the Bank of Japan, which maintained its dovish posture, resulting in a dramatic weakening of the yen, bolstering imported inflation in the country.

## Portfolio Review

During the second quarter, the Fossil Fuel Free Global Equity Fund performed in line with the MSCI World (Net) Index, returning -13.5% vs. -13.4% in Canadian dollar terms. With higher than expected inflation leading to higher rates sooner, markets around the world focused sharply on the potential for central banks tipping their economies into recession territory in an attempt to force the inflation genie back into the bottle. In this environment, defensive sectors performed best and most sectors with cyclical exposure suffered. Notably, trends that were apparent in the first quarter, namely commodity inflation and the "growth to value" rotation, were also present in the second quarter but have moderated somewhat. The U.S. was among the worst performing markets, as it has been the center of elevated valuations and concern over higher rates. However, due to currency depreciation, most other developed markets performed nearly as poorly.

With strong representation in defensive areas like Health Care (-4.0%), the portfolio tracked the index as recession fears rose. Companies like **UnitedHealth** (+4%) performed very well, benefitting both from a non-cyclical earnings profile and a flight to safety by investors, but the ongoing "growth to value" rotation overwhelmed strong fundamental performance from higher growth companies like **Dechra** (-19%) and the drug-discovery chemicals business **Abcam** (-20%). This rotation was also evident in Materials (-16.9%) holdings like **Sika** (-28%); in Information Technology

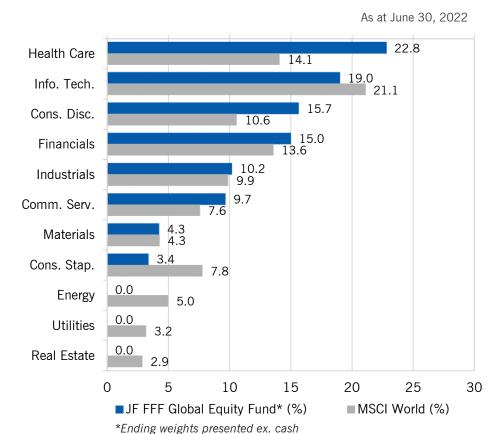


Annualized Returns for Periods Ending June 30, 2022									
	Q2		2 Years		4 Years	S.I.*			
	(%)	(%)	(%)	(%)	(%)	(%)			
Total Portfolio	-13.5	-14.1		5.6	6.9	7.9			
MSCI World Net	-13.4	-10.8	6.2	6.5	6.3	7.4			

Annual Returns for Years Ending December 31st										
	2021 2020 20									
	(%)	(%)	(%)	(%)						
Total Portfolio	21.4	16.1	23.2	2.3						
MSCI World Net	20.8	13.9	21.2	-0.5						

<sup>\*</sup>Since Inception date; 03/31/17

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.



Technology (-19.2%) with names like **ASML** (-27%), **Guidewire** (-23%), **Keyence** (-25%); and in Consumer Discretionary (-21.2%) holdings such as **Amazon** (-33%). While gains in oil moderated considerably from the first quarter, oil prices still rose somewhat and the Energy sector (-1.8%) posed an additional headwind to performance. At the same time, strong stock selection and our diversified position in Financials (-13.3%) and Technology provided a relative boost. In Financials, positive stock selection came from non-cyclicals like **AIA** (+8%) and **Chubb** (-5%), while in Technology it was from payment firms **Fiserv** (-9%) and **Mastercard** (-9%) bouncing back from overwrought concerns around competitive displacement.

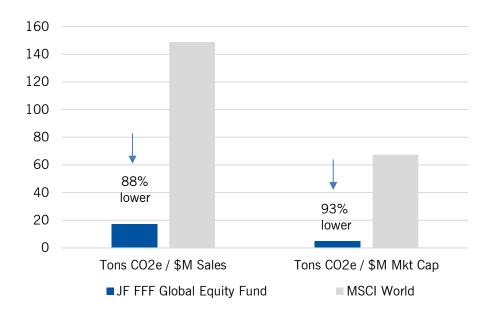
For the one-year period, the portfolio underperformed the index -14.1% vs. -10.8%, in Canadian dollar terms. The headwind from the commodity shock in Q1 was significant, explaining a significant portion of the lag. The headwind from higher rates on higher growth companies was also a significant factor, with the companies like Guidewire and Sika seeing earnings multiples contract even as fundamental performance continued to be strong. We believe most of the damage from higher rates in this "growth to value" rotation has been done, and look forward to the market recognizing the attractive underlying performance of these businesses. To that end, year-to-date, we have added to positions in Guidewire, Amazon, and Dechra, for example.

# **Noteworthy Changes**

There was one exit in the quarter, the Becton Dickinson spin-off Embecta, which is growing slowly, if at all, as a result of selling commoditized products into the mature diabetes market. It has some interesting R&D projects but they are higher risk, and that risk is magnified by the amount of debt on the balance sheet. As noted above, we added to existing positions in Amazon and Dechra during the quarter.

# Carbon Footprint

As at June 30, 2022



Holdings as at June 30, 2022. Carbon metrics and reporting generated on July 6, 2022. Portfolio weights are ex cash. Carbon Intensity = t CO2e/\$M USD Sales. Emissions include Scope 1 and Scope 2 Emissions. For portfolio, data availability is 100% with 14.6% comprised of MSCI estimates; for benchmark, data availability is 99.9% with 8.0% comprised of MSCI estimates.

# Climate Spotlight

## LVMH Moët Hennessy-Louis Vuitton SA

LVMH is the global leader in luxury, with a diverse set of premium brands with strong pricing power and attractive growth prospects. The fact the company acknowledges that truly desirable products can only come from sustainable operations that have a positive impact on our ecosystem lends further longevity to our investment thesis. To that end, in 2021, the company joined the United Nations Fashion Industry Climate Action Charter (UNFCCC) to identify the means to move towards a global commitment, particularly relating to the production and transformation of raw materials. Among the most significant results of LVMH's commitment was setting a near term target of achieving 1.5° alignment by 2026. These targets were approved by the Science Based Target Initiative (SBTi) in early 2022 and include the following:

- Reduce absolute scope 1 and 2 GHG emissions by 50% by 2026 from a 2019 base year.
- Reduce scope 3 GHG emissions by 55% per million € value added by 2030 from a 2019 base year.
- Increase annual sourcing of renewable electricity from 36% in 2019 to 100% by 2026.

As scope 3 emissions account for over 90% of the LVMH's carbon footprint, it must therefore strive to reduce emissions across its supply chains by harnessing innovation and the circular economy. In addition, the LVMH Carbon Fund supported 60 projects in 2021, and thereby helped to avoid over 2,600 metric tons of CO2 equivalent. With the contributions matched by all the Maisons, The LVMH Carbon Fund finances investment projects to reduce energy consumption or generate renewable energy.

# Portfolio Strategy

We remain firmly focused on the fundamentals of our companies and how they are likely to evolve over the coming years. The most important considerations for us include competitive positioning and management acumen. A strong balance sheet is also required so our holdings do not just survive, but thrive whenever the economy turns difficult. We avoid businesses that will suffer permanent impairment from rising commodity prices, higher inflation, and higher rates, but believe that volatility caused by these factors do not materially impact the higher quality businesses we invest in or their cash flows over the long term. Higher costs will be passed through to customers, commodity prices will fall, and the enthusiasm over cyclically exposed companies will fade with the cycle. The earnings power of great businesses will endure, and we intend to hold our share of those businesses for many years.

As always, despite the ongoing macroeconomic and geopolitical headlines, we continue to focus our abilities where we can add the most value: seeking out higher quality companies with resilient and growing earnings power. By being patient and opportunistic in our decision making, we aim to provide our investors protection against external shocks and grow capital in a lower risk manner.

Returns for the JF Pooled Funds 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. Complete Investment Policy guidelines are available upon request. JF Pooled Funds are only available to Canadian residents. Past performance is not a guide to future performance. Future returns are not guaranteed. Investment return and principal value of an investment in the fund will fluctuate so that an investor's shares when redeemed may be worth more or less than their original cost.

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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.



# Portfolio Appraisal

University of Winnipeg Foundation JF11508

As of Trade Date:

6/30/2022

Canadian Dollars

	Book '	Value	Market Value at 31	1-Mar-2022	Market Value at 30-Jun-2022						
Security Description	Local Unit Cost	Total Cost (CAD)	Quantity	Market Value (CAD)	Quantity	Price	Market Value (CAD)	% of Asset Class	% of Total	Annual Income Estimate (CAD)	Current Yield %
FIXED INCOME		52,139		46,879			47,107		36.5	1,244	2.6
Cash and Equivalents		2,547		1,649			2,547	100.0	2.0	0	0.0
Canadian Dollars		2,547		1,649			2,547	100.0	2.0		0.0
Bonds		49,591		45,230			44,559	100.0	34.6	1,244	2.8
JF Fossil Fuel Free Bond Fund	9.93	49,591	4,747	45,230	4,994	8.92	44,559	100.0	34.6	1,244	2.8
EQUITY		68,894		95,344			81,802		63.5	1,221	1.5
Canadian Equity		28,854		37,505			33,223	100.0	25.8	690	2.1
Group 1		28,854		37,505			33,223	100.0	25.8	690	2.1
Pooled Funds		28,854		37,505			33,223	100.0	25.8	690	2.1
JF Fossil Fuel Free Canadian Equity Fund	10.62	28,854	2,704	37,505	2,716	12.23	33,223	100.0	25.8	690	2.1
Foreign Equity Funds		40,040		57,839			48,579	100.0	37.7	531	1.1
Group 1		40,040		57,839			48,579	100.0	37.7	531	1.1
Pooled Funds		40,040		57,839			48,579	100.0	37.7	531	1.1
JF Fossil Fuel Free Global Equity Fund C\$	10.94	40,040	3,747	57,839	3,660	13.27	48,579	100.0	37.7	531	1.1
Total Portfolio		121,033		142,223			128,909		100.0	2,464	1.9



# Portfolio Appraisal

University of Winnipeg Foundation JF11508

As of Trade Date: 6/30/2022

Canadian Dollars

	Book '	<b>Value</b>	Market Value a	t 31-Mar-2022	Market \	/alue at 30	Jun-2022				
Security Description	Local Unit Cost	Total Cost (CAD)	Quantity	Market Value (CAD)	Quantity	Price	Market Value (CAD)	% of Asset Class	% of Total	Annual Income Estimate (CAD)	Current Yield %
SUMMARY		1				,					
Fixed Income		52,139		46,879			47,107		36.5	1,244	2.6
Equity		68,894		95,344			81,802		63.5	1,221	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.



# **Transaction Summary**

As of Trade Dates:

Canadian Dollars 4/1/2022 - 6/30/2022

## **FIXED INCOME**

Purchases				
rui ciiases			Unit	
Trade Date	Settle Date	Quantity Security	Cost	Total Cost
Canadian Do	llars			
04/07/2022	04/11/2022	212.199 JF Fossil Fuel Free Bond Fund	9.43	2,000.00
Sub-total				2,000.00
Reinvestmer	nts			
06/30/2022	06/30/2022	34.877 JF Fossil Fuel Free Bond Fund	8.92	311.18
Sub-total				311.18
Total - Purch	nases CAD			2,311.18
				,
Dividends				
Trade Date		Security		Amount
Canadian Do		Security		Amount
	Distributions			
	06/30/2022	JF Fossil Fuel Free Bond Fund		311.18
00/30/2022	00/30/2022	Ji i ossit i det i ree bolid i diid		311.10
Sub-total				311.18
Total - Divid	ends CAD			311.18
Contributi				
	Settle Date	Quantity Security		Amount
Canadian Do	llars			
04/07/2022	04/07/2022	Canadian Dollars		1,425.00
Sub-total				1,425.00
Total - Contr	ributions CAD			1,425.00

# **Transaction Summary**

As of Trade Dates:

Canadian Dollars 4/1/2022 - 6/30/2022

## **CANADIAN EQUITY**

Purchases	5			
Trade Date	Settle Date	Quantity Security	Unit Cost	Total Cost
Canadian Do	ollars			
Reinvestme	nts			
06/30/2022	06/30/2022	12.011 JF Fossil Fuel Free Canadian Equity Fund	12.23	146.94
Sub-total				146.94
Total - Purc	hases CAD			146.94
Dividends				
Trade Date	Pay-Date	Security		Amount
Canadian Do	ollars			
Pooled Fund	Distributions			
06/30/2022	06/30/2022	JF Fossil Fuel Free Canadian Equity Fund		146.94
Sub-total				146.94
Total - Divid	lends CAD			146.94

## **FOREIGN EQUITY**

Purchases				
Trade Date	Settle Date	Quantity Security	Unit Cost	Total Cost
Canadian Dol	llars			
Reinvestmen	its			
06/30/2022	06/30/2022	23.191 JF Fossil Fuel Free Global Equity Fund C\$	13.27	307.77



# **Transaction Summary**

1,700.00

1,700.00

Canadian Dollars
As of Trade Dates: 4/1/2022 - 6/30/2022

## **FOREIGN EQUITY**

Total - Sales CAD

**Total Sales** 

Purchases				
Trade Date Settle Da	te Quantity Security	Unit Cost	Total Cost	
Sub-total			307.77	
Total - Purchases CAD			307.77	

Sales										
			11. %						Canadian Doll	ars
Trade Date	Settle Date	Quantity Security	Unit Cost	Total Cost	Unit Price	Proceeds	Gain/Loss	FX Rate	Proceeds	Gain/Loss
Canadian Do	llars									
04/07/2022	04/11/2022	109.827 JF Fossil Fuel Free Global Equity Fund C\$	10.92	1,199.71	15.48				1,700.00	500.29
Sub-total				1,199.71					1,700.00	500.29

1,199.71

Dividends				
Trade Date	Pay-Date	Security	Amount	
Canadian Dolla	ars			
Pooled Fund D	Distributions			
06/30/2022	06/30/2022	JF Fossil Fuel Free Global Equity Fund C\$	307.77	
Sub-total			307.77	
Total - Divider	nds CAD		307,77	
Total - Dividel	ius CAD		307.77	

500.29

500.29



# **Transaction Summary**

Canadian Dollars
As of Trade Dates: 4/1/2022 - 6/30/2022

## **OTHER TRANSACTIONS**

Expenses			
Trade Date	Settle Date	Security	Amount
Canadian Dol	lars		
Management	Fees		
04/28/2022	04/28/2022	Management Fee	226.58
C h tatal			224 52
Sub-total			226.58
Total - Expen	ses CAD		226.58

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# **Disclosures and Definitions**

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.

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Jarislowsky, Fraser Fossil Fuel Free Bond Fund												
		Earliest Call /		Average	Total Cost		Current or	% of				
Issuer		Maturity Date	Shares / Units	Unit Cost	at Purchase	Price	Market Value	Total				
Federal Bonds												
Canada Housing Trust	1.400	03/15/2031	2,214,000	92.487	2,047,673	83.295	1,844,158	1.6				
Canada Housing Trust	1.750	06/15/2030	526,000	98.412	517,646	87.203	458,686	0.4				
Canada Housing Trust	2.550	12/15/2023	371,000	99.856	370,465	99.146	367,831	0.3				
Canada Housing Trust No 1	2.150	12/15/2031	4,495,000	92.380	4,152,503	87.846	3,948,678	3.4				
Canada Housing Trust No 1	3.800	06/15/2027	1,042,000	100.711	1,049,404	101.549 92.308	1,058,136	0.9 0.6				
Canada Housing Trust No 1  Canadian Government Bond	1.550 4.000	12/15/2026 06/01/2041	739,000 3,475,000	96.316 128.605	711,774 4,469,009	110.842	682,156 3,851,750	3.3				
Canadian Government Bond	2.000	12/01/2051	3,695,000	95.951	3,545,384	77.896	2,878,241	2.5				
Canadian Government Bond	2.250	06/01/2025	2,227,000	102.093	2,273,606	97.666	2,175,023	1.9				
Canadian Government Bond	1.250	06/01/2030	1,497,000	92.862	1,390,142	86.429	1,293,842	1.1				
Canadian Government Bond	2.250	06/01/2029	793,000	107.798	854,834	94.439	748,899	0.6				
Canadian Government Bond	2.250	12/01/2029	505,000	98.261	496,217	94.133	475,373	0.4				
Canadian Government Bond	2.750	12/01/2048	71,000	113.842	80,828	92.466	65,651	0.1				
CPPIB Capital Inc	3.000	06/15/2028	1,657,000	103.072	1,707,908	96.401	1,597,368	1.4				
International Bank for Reconstruction & Development	0.875	09/28/2027	1,395,000	99.067	1,381,989	87.461	1,220,079	1.1				
International Bank for Reconstruction & Development	1.800	07/26/2024	375,000	99.677	373,789 <b>25,423,171</b>	97.043	363,913 <b>23,029,784</b>	0.3 <b>20.0</b>				
Provincial Bonds					-, -,		.,, .					
Hydro-Quebec	2.100	02/15/2060	645,000	82.553	532,469	61.158	394,467	0.3				
Ontario Power Generation Inc	3.215	04/08/2030	1,081,000	89.942	972,274	90.445	977,705	0.8				
Province of Alberta	2.050	06/01/2030	1,408,000	100.182	1,410,565	87.690	1,234,673	1.1				
Province of Alberta	3.100	06/01/2050	248,000	104.987	260,367	83.048	205,960	0.2				
Province of British Columbia	5.700	06/18/2029	536,000	114.326	612,788	111.587	598,107	0.5				
Province of British Columbia	2.750	06/18/2052	680,000	82.110	558,348	76.413	519,606	0.5				
Province of British Columbia	4.300	06/18/2042	234,000	129.825	303,791	101.248	236,920	0.2				
Province of British Columbia	2.800	06/18/2048	80,000	92.799	74,239	78.188	62,550	0.1				
Province of New Brunswick	3.100	08/14/2048	230,000	92.801	213,443	81.261	186,899	0.2				
Province of New Brunswick	3.100	08/14/2028	127,000	106.536	135,301	96.428	122,464	0.1				
Province of Newfoundland and Labrador Province of Nova Scotia	1.750 3.150	06/02/2030 12/01/2051	976,000 1,025,000	96.162 105.635	938,543 1,082,759	84.564 81.527	825,347 835,657	0.7 0.7				
Province of Ontario	1.850	02/01/2027	3,750,000	100.250	3,759,369	92.858	3,482,175	3.0				
Province of Ontario	2.800	06/02/2048	2,296,000	102.352	2,350,007	77.752	1,785,177	1.5				
Province of Ontario	2.650	12/02/2050	2,363,000	98.512	2,327,843	74.440	1,759,011	1.5				
Province of Ontario	2.650	02/05/2025	1,706,000	105.024	1,791,716	98.176	1,674,877	1.5				
Province of Ontario	4.700	06/02/2037	1,219,000	131.176	1,599,038	105.340	1,284,091	1.1				
Province of Ontario	2.250	12/02/2031	1,152,000	87.671	1,009,969	86.408	995,416	0.9				
Province of Ontario	3.450	06/02/2045	947,000	118.409	1,121,335	88.394	837,093	0.7				
Province of Ontario	1.350	12/02/2030	1,009,000	93.565	944,071	81.608	823,428	0.7				
Province of Ontario	2.900	12/02/2046	338,000	95.915	324,194	79.756	269,576	0.2				
Province of Ontario Province of Quebec	2.300 1.850	09/08/2024 02/13/2027	131,000 4,299,000	104.407 99.253	136,773 4,266,870	97.807 93.051	128,127 4,000,261	0.1 3.5				
Province of Quebec	5.000	12/01/2041	2,764,000	134.884	3,728,205	110.429	3,052,253	2.6				
Province of Quebec	3.100	12/01/2051	2,154,000	106.544	2,294,965	82.187	1,770,315	1.5				
Province of Quebec	2.850	12/01/2053	2,036,000	87.845	1,788,520	77.634	1,580,623	1.4				
Province of Quebec	3.250	09/01/2032	1,476,000	95.583	1,410,801	93.936	1,386,497	1.2				
Province of Quebec	3.500	12/01/2048	630,000	113.147	712,825	89.027	560,871	0.5				
Province of Saskatchewan	2.800	12/02/2052	692,000	78.332	542,057	76.553	529,745	0.5				
Province of Saskatchewan	3.100	06/02/2050	278,000	103.385	287,409	81.993	227,941	0.2				
					37,490,853		32,347,832	28.1				
Municipal Bonds												
City of Toronto Canada	2.600	09/24/2039	2,204,000	100.437	2,213,637 2,213,637	77.670	1,711,845 1,711,845	1.5 1.5				
Corporate Bonds					2,213,037		1,711,043	1.5				
	6.470	07/27/2020	042.000	424 207	4 442 024	444 227	4.040.067	0.0				
407 International Inc. AltaLink, L.P.	6.470 3.668	07/27/2029 11/06/2023	943,000 239,000	121.297 105.720	1,143,834	111.227 99.829	1,048,867 238,590	0.9 0.2				
AltaLink, L.P.	3.990	06/30/2042	35,000	94.407	252,671 33,042	90.093	31,533	0.2				
Anheuser-Busch InBev Finance Inc.	4.320	05/15/2047	559,000	97.699	546,138	82.575	461,596	0.4				
Bank of Montreal	2.280	07/29/2024	1,244,000	102.644	1,276,893	96.023	1,194,528	1.0				
Bank of Montreal	3.650	04/01/2027	1,154,000	97.329	1,123,181	95.660	1,103,922	1.0				
Bank of Montreal	2.700	09/11/2024	1,092,000	100.956	1,102,437	97.537	1,065,105	0.9				
Bank of Montreal	5.625	05/26/2082	227,000	100.290	227,659	96.032	217,992	0.2				
Bank of Nova Scotia	2.380	05/01/2023	949,000	102.513	972,850	98.759	937,226	0.8				
BCI QuadReal Realty	1.747	07/24/2030	1,501,000	88.170	1,323,424	80.052	1,201,578	1.0				
Bell Canada	2.900	09/10/2029	1,118,000	89.734	1,003,227	87.671	980,162	0.9				
Bell Canada	1.650	08/16/2027	190,000	97.119	184,526	86.312	163,993	0.1				
Caisse Centrale Desjardins du Quebec	1.992	05/28/2031	1,862,000	97.554	1,816,450	89.113	1,659,283	1.4				
Calgary Airport Authority	3.554 2.000	10/07/2053	679,000	91.043 98.340	618,181	78.834 93.549	535,283 1,133,812	0.5				
Canadian Imperial Bank of Commerce  Canadian Imperial Bank of Commerce	2.250	04/17/2025 01/07/2027	1,212,000 1,074,000	98.340 97.414	1,191,880 1,046,225	93.549	968,599	1.0 <b>22</b>				
•				57.414	1,040,223							
*Includes outstanding accruals except for bond accrued interest a reinvested in the fund.	nu distribution	payable WITICH IS	Page 1 of 2			In C\$ as a	t June	30 2022				

reinvested in the fund.

	Jarislowsky, Fraser Fossil Fuel Free Bond Fund											
	CPN %	Earliest Call /		Average	Total Cost		Current or	% of				
Issuer		Maturity Date	Shares / Units	Unit Cost	at Purchase	Price	Market Value	Total				
Canadian Imperial Bank of Commerce	4.950	06/29/2027	807,000	99.847	805,765	100.706	812,699	0.7				
Canadian Imperial Bank of Commerce	4.200	04/07/2032	567,000	99.518	564,268	95.662	542,403	0.5				
Canadian Imperial Bank of Commerce	2.430	06/09/2023	530,000	102.412	542,785	98.564	522,388	0.5				
Canadian Imperial Bank of Commerce	7.150	07/28/2082	309,000	99.813	308,422	100.934	311,887	0.3				
Canadian Imperial Bank of Commerce	2.750	03/07/2025	305,000	98.103	299,213	95.677	291,814	0.3				
Canadian Imperial Bank of Commerce	2.970	07/11/2023	94,000	106.170	99,800	99.201	93,249	0.1				
Canadian Tire Corporation, Limited	5.610	09/04/2035	79,000	110.540	87,327	97.845	77,298	0.1				
CCL Industries Inc Call/28	3.864	04/13/2028	207,000	102.585	212,351	94.552	195,723	0.2				
CGI Inc	2.100	09/18/2028	508,000	99.844	507,208	85.474	434,207	0.4				
Federation des Caisses Desjardins du Quebec	4.407	05/19/2027	1,029,000	100.000	1,029,000	98.600	1,014,595	0.9				
Federation des Caisses Desjardins du Quebec	1.587	09/10/2026	1,044,000	97.055	1,013,259	88.578	924,754	0.8				
Federation des Caisses Desjardins du Quebec	2.856	05/26/2030	804,000	100.278	806,235	94.255	757,812	0.7				
Federation des Caisses Desjardins du Quebec	1.093	01/21/2026	519,000	97.839	507,786	88.729	460,505	0.4				
First Nations Finance Authority	2.850	06/01/2032	76,000	94.348	71,705	89.919	68,338	0.1				
Greater Toronto Airports Authority	1.540	05/03/2028	1,037,000	93.346	967,997	85.962	891,423	0.8				
Greater Toronto Airports Authority	3.150	10/05/2051	244,000	93.585	228,348	74.999	182,998	0.2				
Great-West Lifeco Inc.	3.337	02/28/2028	1,852,000	96.505	1,787,275	93.617	1,733,778	1.5				
Heathrow Funding Ltd	3.661	01/13/2031	1,437,000	99.347	1,427,612	88.420	1,270,600	1.1				
Heathrow Funding Ltd	3.782	09/04/2030	783,000	102.266	800,740	90.021	704,868	0.6				
Heathrow Funding Ltd	3.400	03/08/2028	396,000	100.877	399,473	92.215	365,171	0.3				
Hydro One Inc	3.640	04/05/2050	3,896,000	103.026	4,013,885	82.324	3,207,337	2.8				
Hydro One Inc	2.230	09/17/2031	1,542,000	93.572	1,442,877	82.817	1,277,032	1.1				
Hydro One Inc	2.540	04/05/2024	610,000	102.981	628,183	97.810	596,643	0.5				
Hydro One Inc	3.910	02/23/2046	471,000	104.556	492,459	87.224	410,825	0.4				
Intact Financial Corporation	1.207	05/21/2024	69,000	99.658	68,764	94.731	65,364	0.1				
Manulife Bank of Canada	2.378	11/19/2024	341,000	102.240	348,638	95.759	326,537	0.3				
Manulife Financial Corp	7.117	06/09/2082	238,000	100.000	238,000	101.012	240,410	0.2				
Manulife Financial Corporation CALL/23	3.317	05/09/2028	2,270,000	102.492	2,326,577	99.183	2,251,455	2.0				
Mondelez International Inc.	3.250	03/07/2025	999,000	103.329	1,032,254	97.283	971,859	0.8				
National Bank of Canada	2.983	03/04/2024	2,464,000	103.438	2,548,710	98.005	2,414,842	2.1				
National Bank of Canada	1.534	06/15/2026	2,352,000	94.516	2,223,021	89.133	2,096,410	1.8				
National Grid Electricity Transmission PLC	2.301	06/22/2029	3,686,000	96.918	3,572,414	85.670	3,157,809	2.7				
Rogers Communications Inc	5.250	04/15/2052	1,326,000	97.637	1,294,669	90.478	1,199,735	1.0				
Rogers Communications Inc	4.250	04/15/2032	1,292,000	94.637	1,222,708	91.962	1,188,154	1.0				
Rogers Communications Inc Royal Bank of Canada	3.750 3.296	04/15/2029 09/26/2023	668,000 3,160,000	97.363 103.885	650,386 3,282,753	93.139 99.032	622,168 3,129,421	0.5 2.7				
Royal Bank of Canada	2.352	07/02/2024	916,000	99.945	915,493	96.382	882,860	0.8				
Sun Life Financial Inc.	3.150	11/18/2036	1,197,000	98.749	1,182,028	84.033	1,005,877	0.8				
The Toronto-Dominion Bank	3.105	04/22/2030	1,523,000	98.804	1,504,780	95.443	1,453,595	1.3				
The Walt Disney Company	3.057	03/30/2027	3,989,000	103.129	4,113,835	93.913	3,746,175	3.3				
The Walt Disney Company	2.758	10/07/2024	107,000	99.429	106,389	97.172	103,974	0.1				
Toronto-Dominion Bank	4.210	06/01/2027	1,505,000	98.799	1,486,929	97.984	1,474,653	1.3				
Toronto-Dominion Bank	2.850	03/08/2024	1,084,000	98.944	1,072,558	97.854	1,060,736	0.9				
Verizon Communications Inc.	3.625	05/16/2050	927,000	94.617	877,100	73.041	677,093	0.6				
Wells Fargo & Company	3.874	05/21/2025	1,602,000	102.409	1,640,588	97.370	1,559,866	1.4				
Wells Fargo & Company	2.509	10/27/2023	317,000	100.520	318,648	97.749	309,864	0.3				
Wells Fargo & Company	2.493	02/18/2027	224,000	97.184	217,692	90.237	202,132	0.2				
					65,151,524		60,231,404	52.3				
Accrued Interest Total					696,440		696,440	0.6				
					696,440		696,440	0.6				
Cash & Short Term Investments*					-2,788,862		-2,788,862	-2.4				
					-2,788,862		-2,788,862	-2.4				
Total Portfolio in C\$					128,186,764		115,228,443	100.0				

	Jarislowsky,	Fraser Fossil Fuel Free	e Canadian	Equity Fund			
		Shares / Units	Average	Total Cost		Current or	% of
Issuer			Unit Cost	at Purchase	Price	Market Value	Total
Materials							
CCL Industries Inc., Class B		122,868	55.051	6,764,003	60.840	7,475,289	3.7
Winpak Ltd.		67,668	42.548	2,879,129	43.990	2,976,715	1.5
				9,643,132		10,452,004	5.2
Industrials							
Boyd Group Services Inc		22,347	193.534	4,324,905	138.660	3,098,635	1.6
CAE Inc.		146,877	26.457	3,885,939	31.720	4,658,938	2.3
Canadian National Railway Company		79,800	133.379	10,643,617	144.790	11,554,242	5.8
Ritchie Bros Auctioneers Inc SNC-Lavalin Group Inc.		46,506 226,124	74.562 25.347	3,467,602 5,731,561	83.750 22.140	3,894,878 5,006,385	1.9 2.5
Stantec Inc.		190,810	49.241	9,395,636	56.390	10,759,776	5.4
Thomson Reuters Corp		58,103	108.541	6,306,544	134.190	7,796,842	3.9
WSP Global Inc.		82,055	113.971	9,351,923	145.540	11,942,285	6.0
				53,107,726		58,711,980	29.4
Consumer Discretionary							
Gildan Activewear		169,397	33.308	5,642,313	37.050	6,276,159	3.1
Magna International Inc		87,218	79.527	6,936,167	70.680	6,164,568	3.1
Restaurant Brands International Inc		111,223	75.416	8,387,986	64.570	7,181,669	3.6
				20,966,466		19,622,396	9.8
Consumer Staples							
Empire Company Ltd.		121,919	36.536	4,454,420	39.650	4,834,088	2.4
Metro Inc., Class A		90,783	60.472	5,489,820	69.090	6,272,197	3.1
Premium Brands Holdings Corp		50,918	98.420	5,011,357	93.290	4,750,140	2.4
Saputo Inc.		131,809	34.793	4,586,020	28.070	3,699,879	1.9
				19,541,618		19,556,305	9.8
Financials							
Brookfield Asset Management Reinsurance Partners Ltd		30	63.939	1,918	57.330	1,720	0.0
iA Financial Corp Inc		89,223	58.481	5,217,835	64.020	5,712,056	2.9
Intact Financial Corporation		51,597	151.014	7,791,849	181.560	9,367,951	4.7
Manulife Financial Corporation  National Bank of Canada		286,345 47,749	22.282 89.475	6,380,348 4,272,344	22.320 84.470	6,391,220 4,033,358	3.2 2.0
The Bank of Nova Scotia		140,106	70.449	9,870,313	76.180	10,673,275	5.3
THE BUILT OF HOVE SCOTIE		140,100	70.443	33,534,606	70.100	36,179,581	18.1
Information Technology						, ,	
CGI Group Inc.		89,223	96.481	8,608,309	102.540	9,148,926	4.6
Enghouse Systems Ltd.		130,273	45.272	5,897,691	28.430	3,703,661	1.9
Kinaxis Inc		23,327	142.977	3,335,232	138.960	3,241,520	1.6
Open Text Corporation		140,106	55.366	7,757,088	48.690	6,821,761	3.4
Shopify Inc		142,420	95.989	13,670,803	40.220	5,728,132	2.9
The Descartes Systems Group Inc.		85,947	71.087	6,109,678	79.990	6,874,901	3.4
				45,378,800		35,518,902	17.8
Real Estate							
Altus Group Ltd.		50,433	48.406	2,441,245	44.590	2,248,807	1.1
Colliers International Group Inc		20,641	168.172	3,471,232	141.030	2,911,000	1.5
				5,912,477		5,159,808	2.6
Financials							
Brookfield Asset Management Inc		190,753	53.806	10,263,725	57.260	10,922,517	5.5
				10,263,725		10,922,517	5.5
Cash & Short Term Investments*				3,716,943		3,717,001	1.9
				3,716,943		3,717,001	1.9
Total Portfolio in C\$				202,065,494		199,840,494	100.0

	Jarislowsky, Fraser Fossil Fuel F	ree Glob	al E	quity Fund			
	•	Average		Total Cost		Current or	% of
Issuer	Shares / Units	Unit Cost		at Purchase (CAD)	Price	Market Value (CAD)	Total
Materials							
Sika AG	10,320	226.076	CHE	3,244,050	220.000 CHF	3,059,179	1.7
The Sherwin-Williams Co	15.210	247.147		4.779.087	223.910 USD	4.393.167	2.4
				8,023,137		7,452,346	4.1
Industrials							
AMETEK Inc	21,030	133.570		3,541,527	109.890 USD	2,981,072	1.6
Atlas Copco AB	157,340	98.173		2,221,887	95.570 SEK	1,892,875	1.0
Copart Inc	33,750	102.026		4,464,911	108.660 USD	4,730,625	2.6
Intertek Group PLC Schneider Electric SA	33,220 20,980	53.640 115.216		3,051,763 3,594,589	42.060 GBP 112.900 EUR	2,188,889 3,194,306	1.2 1.8
Verisk Analytics, Inc., Class A	13,060	171.013		2,894,349	173.090 USD	2,916,018	1.6
				19,769,026		17,903,785	9.8
Consumer Discretionary							
Alibaba Group Holding Ltd.	138,720	178.980	HKD	4,016,444	111.900 HKD	2,551,782	1.4
Amazon.com Inc	67,600	137.096		11,951,007	106.210 USD	9,261,624	5.1
B&M European Value Retail SA	348,440	5.716		3,388,661	3.667 GBP	2,001,675	1.1
Booking Holdings Inc Industria de Diseno Textil SA	1,770 94,500	1,946.288 25.662		4,458,667 3,653,956	1,748.990 USD 21.590 EUR	3,993,334 2,751,450	2.2 1.5
LCI Industries	22,946	122.767		3,646,181	111.880 USD	3,311,574	1.8
LVMH Moët Hennessy-Louis Vuitton SA	4,590	456.504		3,129,037	581.700 EUR	3,600,716	2.0
				34,243,952		27,472,155	15.1
Consumer Staples							
Diageo plc	79,530	30.112		4,078,010	35.305 GBP	4,398,676	2.4
Tsuruha Holdings Inc	22,280	12,545.972	JPY	3,261,059	7,370.000 JPY	1,559,129	0.9
Health Care				7,339,068		5,957,805	3.3
Abbott Laboratories	33,250	97.986	HSD	4,218,272	108.650 USD	4,660,113	2.6
Abcam PLC	154,824	13.905		3,632,053	11.780 GBP	2,857,185	1.6
Becton, Dickinson and Company	14,140	238.663		4,372,153	246.530 USD	4,496,703	2.5
Boston Scientific Corp	118,220	37.954	USD	5,809,792	37.270 USD	5,683,625	3.1
Danaher Corp	12,770	287.443	USD	4,648,990	253.520 USD	4,176,170	2.3
Dechra Pharmaceuticals PLC	57,755	33.918		3,262,210	34.580 GBP	3,128,739	1.7
Hoya Corp	28,700	13,330.705		4,172,464	11,585.000 JPY	3,157,020	1.7
IQVIA Holdings Inc UnitedHealth Group Incorporated	14,960 11.640	170.653 339.982		3,296,679 5.111.711	216.990 USD 513.630 USD	4,187,418 7.712.202	2.3 4.2
Ontedhealth Gloub Incorborated	11.040	333,302	030	38,524,325	313.030 030	40,059,174	22.0
Financials							
AIA Group Ltd.	238,997	79.970	HKD	3,195,633	85.050 HKD	3,341,497	1.8
Bank OZK	68,790	31.279	USD	2,782,583	37.530 USD	3,330,266	1.8
Chubb Ltd	14,560	156.274		2,949,344	196.580 USD	3,692,119	2.0
HDFC BANK LTD - ADR	53,710	62.807		4,330,580	54.960 USD	3,807,824	2.1
Interactive Brokers Group Inc London Stock Exchange Group PLC	75,970 40,030	57.735 78.406		5,647,891 5,335,556	55.010 USD 76.320 GBP	5,390,869 4,786,066	3.0 2.6
Nordea Bank ABP	176,610	76.791		1,960,456	90.000 SEK	2,000,871	1.1
				26,202,044		26,349,513	14.5
Information Technology							
ASML Holding NV	5,380	352.896	EUR	2,831,374	455.850 EUR	3,307,359	1.8
Fiserv, Inc.	40,990	102.812	USD	5,439,630	88.970 USD	4,704,317	2.6
Guidewire Software Inc	40,320	105.574		5,269,920	70.990 USD	3,692,264	2.0
KEYENCE CORPORATION	7,570	45,381.817		4,058,219	46,380.000 JPY	3,333,696	1.8
Mastercard Inc., Class A Microsoft Corporation	15,050 36,820	303.948 197.378		5,905,034 9,398,793	315.480 USD 256.830 USD	6,124,679 12,198,448	3.4 6.7
Wichosoft Comporation	30,020	137.370	030	32,902,970	230.030 030	33,360,763	18.3
Communication Services							
Alphabet Inc. Class A	3,130	1,819.430	USD	7,347,130	2,179.260 USD	8,798,901	4.8
Alphabet Inc. Class C	370	973.998	USD	473,393	2,187.450 USD	1,044,035	0.6
Meta Platforms Inc	19,950	253.192		6,540,847	161.250 USD	4,149,709	2.3
Tencent Holdings Limited	51.200	455.321	HKD	3.870.066	354.400 HKD	2.982.895	1.6
				18,231,436		16,975,540	9.3
Cash & Short Term Investments*				6.536.925		6.457.955	3.5
& Short rem investments				6,536,925		6,457,955	3.5
T . 10 . ( ! :							
Total Portfolio in C\$				191,772,882		181,989,036	100.0
							_



# UNIVERSITY OF WINNIPEG FOUNDATION (JF11508) COMPLIANCE REPORT AS AT JUNE 30, 2022

ASSET MIX - AT MARKET VALUE	RANGE (%)	ACTUAL (%)	IN COMPLIANCE
Cash & Cash Equivalents	0 - 10	2.0	Yes
Bonds	30 - 50	34.6	Yes
Canadian Equities	15 - 35	25.8	Yes
Global Equities	25 - 45	37.7	Yes

BONDS	IN COMPLIANCE
• The portfolio will exclude the FTSE TMX Energy corporate group, with the exception of renewable energy	Yes
entities as defined by Jarislowsky Fraser.	163
• The portfolio will exclude the non-energy sector companies that have material proven coal, oil or gas	Yes
reserves that are used for energy purposes.	165
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	Yes
as defined by Jarislowsky Fraser.	103
• The portfolio will exclude the non-energy sector companies that have material proven coal, oil or gas	Yes
reserves that are used for energy purposes.	103

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 11, 2022

Date

The JF Pooled Fund compliance reports are attached.

### Jarislowsky Fraser Fossil Fuel Free Bond Fund

### **Certificate of Compliance**

as at June 30, 2022

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds (JF Pooled Funds) and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. The Funds also tend to avoid highly cyclical industries. If at any time an investment or group of investments within the Funds does not conform with 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 Funds may include investment in the JF Money Market Funds. All income and capital gains are distributed in the form of additional units of each Fund.

**BENCHMARK:** FTSE Canada Universe Bond Index

**IN COMPLIANCE** 

Cash & Equivalents

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

Bonds

- The FTSE Canada Universe Bond Index serves as the benchmark for the Fund and the Fund will use the same credit rating scale as
- The Fund will exclude the FTSE 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:
  - o 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.

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

JARISLOWSKY FRASER
GLOBAL INVESTMENT MANAGEMENT

### Jarislowsky Fraser Fossil Fuel Free Canadian Equity Fund

### **Certificate of Compliance**

as at June 30, 2022

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds (JF Pooled Funds) and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. The Funds also tend to avoid highly cyclical industries. If at any time an investment or group of investments within the Funds does not conform with 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 Funds may include investment in the JF Money Market Funds. All income and capital gains are distributed in the form of additional units of each Fund.

**BENCHMARK:** S&P/TSX Composite Index

IN COMPLIANCE

Cash & Equivalents

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

Canadian Equities YES

- 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:

Category	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:
  - o 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.
  - o 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.

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

JARISLOWSKY FRASER
GLOBAL INVESTMENT MANAGEMENT

### Jarislowsky Fraser Fossil Fuel Free Global Equity Fund

### **Certificate of Compliance**

as at June 30, 2022

The firm's Investment Strategy Committee (ISC) meets at least weekly to evaluate the market, existing security selections in the Funds (JF Pooled Funds) and prospective new additions to the Funds. The Funds invest in various industries where the Committee sees growth and reasonable valuations. The Funds also 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 Funds may include investment in the JF Money Market Funds. 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)		IN COMPLIANCE
	Actual	
• U.S. Equities (30 - 70%)	62.5%	YES
International Equities (30 - 70%)	34.8%	YES
Cash & Equivalents		YES
Casil & Equivalents		ILS

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

**Equities** YES

- 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:

Category	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 30% or Index sector weight plus 20%.
- 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:
  - o 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.

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

Jarislowsky, Fraser Limited



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# Message from our CEO

We hear a lot about responsible investing and stewardship – and with good reason. It's important to do what's right for investment portfolios and for the world. While this may seem like a relatively new concept, our firm has a long history of responsibly managing client assets. From day one, our founder Stephen Jarislowsky committed to responsible stewardship as the foundation of our investment philosophy. Since then, we have continued to integrate the principles of sustainable investing, as it evolves, into our investment practices.

We believe that transparency is key to how we approach good corporate governance, and it's also what we expect from our portfolio companies. In the spirit of transparency and disclosure, I am pleased to introduce Jarislowsky Fraser's first-ever Stewardship Report.

We created this report to highlight the outstanding work our Global Investment Team has accomplished in terms of Engagement and Proxy Voting activities. Sustainable investing is about progress and we intend to continue providing public disclosure of our ESG-related initiatives as our stewardship practices evolve.

#### Introduction

Our firm's history and culture are rooted in investment stewardship, which we regard as our responsibility to act in the best interests of our clients. This stewardship is expressed through an adherence to higher-quality investing, fundamental research, a long-term investment horizon and the advancement of good governance and sustainable investing.

In fact, sustainable investing has been integral to our investment approach long before it achieved mainstream popularity. We established our longstanding philosophy on the belief that superior long-term, risk-adjusted performance is achieved by investing in high-quality companies led by strong, ethical management teams.

Our firm has a deep history of advocating for good corporate governance, seeking to improve governance-related matters and defending minority shareholder rights for the benefit of all stakeholders. We contributed to the founding of the Canadian Coalition for Good Governance (CCGG) in 2002 and the Institute for Governance of Private and Public Organizations (IGOPP) in 2005. We believe good corporate governance is foundational to best-in-class environmental and social policies and practices. It's also a prudent way to conduct business and may generate stronger returns over the longer term.

### **Direct Engagement**

Direct, ongoing dialogue with the board and management of investee companies is central to our long-term investment approach and process. As we focus on companies with excellent management and quality business practices, our engagement strategy is constructive

and more often about ensuring that good companies stay on their path of continuous improvement. However, when necessary we do not shy away from more assertive and vigorous engagement to hold a company's management and board accountable for their decisions, or to challenge them to change their decisions.

#### Escalation

In general, the methods and escalation sequence are determined by the investment professionals involved in the investment with the support of other members of the research team. Examples of methods we have used in the past, or may use in the future, include:

- · Direct dialogue with management and/or the board
- Proxy voting
- Collaboration with other shareholders/groups
- Formal letters to the board
- Public statements
- · Director nominations
- Legal/regulatory filings

The rare occurrence of a prolonged engagement on an urgent matter that has a high impact on our investment thesis may result in reexamining whether to continue holding the securities of the company in question relative to other opportunities.

#### How do we measure our progress?

Progress may be measured by quantitative and/or qualitative metrics and goals determined by the investment professionals. In the case of systemic engagements, some of the metrics and goals will be developed and set by the broader investment team. In collaborative engagements, we take an active but collegial role in the collective determination of goals and metrics. In both situations, members of the Sustainable Investment Committee might be involved.

Engagement is led by our research analysts and focused on issues that are material to each analyst's investment thesis. This has two important benefits: first, it enhances our ability to influence change over time; and second, it leads to deeper integration of environmental, social and governance (ESG) factors within our investment process. Our <a href="Engagement Policy">Engagement Policy</a> serves to formalize the related guidelines and principles that we use as part of the implementation of our overall Sustainable Investment Policy.

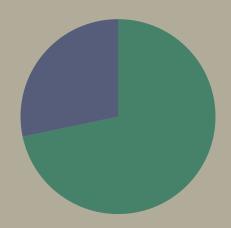
## 2021 Engagement Summary

In 2021, we actively engaged with 76 companies on 152 topics. The three most common topics were: Compensation (32), Human Capital (23) and Climate Change (8).

Executive compensation has historically been a particular area of engagement focus for JFL, given the role it plays in incentivizing behaviour and aligning with long-term stakeholders. We believe that the positive outcomes JFL has achieved through engagement on compensation is a point of distinction, particularly in the Canadian marketplace.



Firm-wide Engagement Statistics 76 Companies, 152 ESG-related topics engaged



- Understanding ESG Risks, Opportunities and Practices

In the past year we started tracking engagements based on the intended goal or outcome:

### **Advance Understanding**

- o Gain deeper understanding of a company's ESG risks, opportunities and practices
- o Signal the importance of an issue to long-term investors

### **Drive Change or Improve Disclosure**

- o Enhance alignment with long-term shareholders
- o Improve idiosyncratic and/or systemic risk management
- o Drive disclosure of decision-making rationale and other useful information

JFL Engagement Activity				
Year	# of Companies	# of Engagements	Top Three Topics	
2019	91	95	Climate, Compensation, Culture and Conduct	
2020	99	200	COVID-related, Human Capital, Compensation	
2021	76	152	Compensation, Human Capital, Climate Change	

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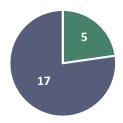
These goals are not mutually exclusive and many of our discussions contain elements of both. Below is a sample of illustrative company engagements that the team carried out during 2021:

Company	Category	Topics	Goal	Description
Canadian Consumer Goods Company	Governance	Compensation, Succession Planning	Drive Change	In 2020, we voted against the compensation plan and withheld votes for members of the Compensation Committee. In our follow-up in 2021, the company informed us of a number of improvements to compensation, including integrating ESG factors into the short-term incentive plan (STIP) and changes to the long-term incentive plan (LTIP) that should alleviate the need for future one-time grants.  Following our request for more disclosure on succession planning, they agreed to increase access to more executives at analyst days and on quarterly calls.
Consumer Food Service Company	Environment	Climate	Advance Understanding	Met with senior and middle management to better understand the company's updated climate targets and plans.  • 82% of carbon footprint is from purchased goods and services (scope 3)  • Have 50 suppliers sourcing from 200,000 farms  • Currently, 38 suppliers working on training from climate consultant  • Acquired a clearer picture of the company's climate strategy, including key challenges to achieve targets.
Canadian Software Company	Social	Human Capital	Advance Understanding	Engaged with the CEO and CFO on the industry's key professional shortage and on the company's strategy to attract and retain a highly-skilled workforce to support its ambitious growth plan. Improving diversity & inclusion has been identified as a solution which may have a second order effect of reducing racial discrimination in its end markets (e.g. property values in minority neighborhoods). As an industry leader, the Company engages with various stakeholders on D&I programs in addition to allocating significant resources to its own human capital management plan, overseen by the Chief People Officer. The company is taking a proactive approach to managing its rapid workforce expansion. We will continue to monitor and discuss.

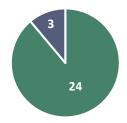
Company	Category	Topics	Goal	Description
Japanese Retailer	Governance and Environment	Board Independence, Climate Change	Drive Change and Increase Disclosure	<ul> <li>We engaged with the company on board independence and climate disclosure along Task Force on Climate-related Financial Disclosures (TCFD) guidelines.</li> <li>The company confirmed its intention to adopt new stewardship guidelines, increase board independence and improve transparency of compensation policies.</li> <li>In 2021, the company submitted its first-ever CDP climate change questionnaire and confirmed its intention to set targets and assign board-level accountability within the next two years.</li> </ul>
US Consumer Discretionary Company	Governance	Compensation	Drive Change	Engaged with the head of the Compensation Committee and CFO. Our key suggestions were:
				<ul> <li>Reduce the weight of STIP in total compensation</li> <li>LTIP should be measured over 3 years at minimum</li> <li>Management to hold their shares even after they are vested, honouring the spirit of the rule</li> </ul>
				Avoid one-time adjustments, especially when they favour increasing compensation It will take time to receive updates about the plan, but the immediate feedback was positive and we believe the board will continue to make progress.
Emerging Markets Food Company	Governance	Compensation	Drive Change	In 2020, we engaged with the company on compensation regarding high options dilution and to express our preference for share units over options in executive compensation. In 2021, we engaged further on compensation, and specifically the level of option dilution, one-time grants and undemanding key performance indicators (KPIs). While the company has made progress (e.g., options have come down to 6% from 9.1% in 2019), we escalated our engagement by voting against the Compensation Committee.
				3

#### Engagements by Strategy:

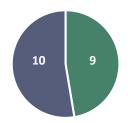
JF Canadian Equity Fund 13 Companies, 22 Engagements



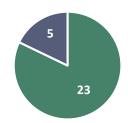
JF US Equity Fund 11 Companies, 27 Engagements



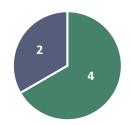
JF Small/Mid Cap Equity Fund 10 Companies, 19 Engagements



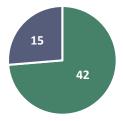
JF International Equity Fund 14 Companies, 28 Engagements



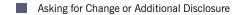
JF Bond Fund 6 Companies, 6 Engagements



JF Emerging Markets Equity Fund 26 Companies, 57 Engagements



Understanding ESG Risks, Opportunities and Practices



#### **Collaborative Engagement Initiatives**

For decades, one of JFL's hallmarks of engaged ownership has been collaborating with other investors to amplify our impact. To that end, today we are members of, or signatories to, the following important initiatives:

#### Canadian Coalition for Good Governance (CCGG)



- Stephen Jarislowsky co-founded the CCGG in 2002 to promote good governance practices in companies owned by its members.
- Our President and CEO Maxime Ménard was appointed to the Board of CCGG in 2019, serves on the Finance & Audit committee, and participates in CCGG-led company engagements.
- CCGG regularly engages approximately 30 companies each year, and publishes its own stewardship report which can be found here, CCGG Annual Report.

#### Principles for Responsible Investment (PRI)



 We have been a signatory of PRI since 2015 and have been involved in collaborations on Methane Emissions and ESG in Credit Risk.

#### **CDP** (formerly Carbon Disclosure Project)



 We have been a CDP signatory since 2007 and have participated in the annual Non-Disclosure Campaign since 2017 to encourage all of our portfolio companies to complete the CDP Climate Change Questionnaire.

#### Climate Action 100+



- An investor-led initiative to ensure the world's largest corporate greenhouse gas emitters take necessary action on climate change.
- We are currently participating in an engagement with an Asian industrial company.

#### Climate Engagement Canada



Our parent company Scotiabank is a Founding Participant, and its various asset management divisions, including JFL, will be involved in the engagement working groups.

#### **FAIRR Network Member**



 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.

#### **Public Policy and Advocacy**

#### Sustainability Accounting Standards Board (SASB)



 We are a SASB Alliance member and a member of the Standards Advisory Group. SASB's objective is to establish industry-specific accounting standards for material sustainability issues.

#### RIA Canadian Investor Statement on Diversity & Inclusion



 Signed in 2020; this is a statement from institutional investors acknowledging systemic racism and its impacts, and their commitment to addressing these inequities by promoting diversity and inclusion across their portfolios and organizations.

#### **RIA Canadian Investor Statement on Climate Change**



 Signed in 2021; this is a statement from institutional investors recognizing that climate change presents a major threat to longterm growth and prosperity, and that there is an urgent need to accelerate the transition towards a net-zero economy.

#### Statement by the Quebec Financial Centre for a Sustainable Finance

 Signed in 2021; this represents our commitment to strengthen the sustainable finance ecosystem and to make Quebec a centre of excellence in this field.

#### Taskforce on Climate-related Financial Disclosures (TCFD) Supporter



- We are a Supporter of the TCFD, an initiative to develop climaterelated financial risk and opportunity disclosures.
- We published our first TCFD-aligned report in 2019.

In addition to the organizations listed above, JFL frequently participates (directly or indirectly) in public consultations related to sustainable finance. Here are some examples over the last few years:

- SEC public consultation on proxy advisors and shareholder proposals (directly)
- CFA Institute public consultation on ESG Global Disclosure Standards for Investment products (directly)
- CSA public consultation on Climate-related disclosure (indirectly via CCGG)

Along with CPA Canada, Finance Montreal and other Canadian institutions, we participated in a collaborative effort to establish the newly created International Sustainability Standards Board (ISSB) by IFRS in Canada.

#### **CDP Non Disclosure Campaign**



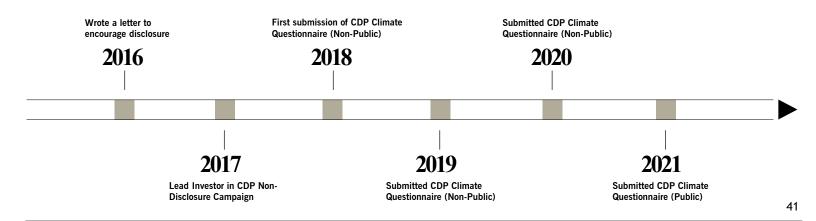
CDP provides the global financial sector with the most complete source of self-reported corporate environmental data, in a uniform and comparable manner that is fully aligned with the TCFD.

CDP requests over 7,000 of the world's largest companies to disclose annually to the general CDP signatory request on their impact upon and management of issues related to climate change, water security and deforestation. In 2021, 3,096 companies disclosed but roughly 4,200 companies did not submit the requested information.

In order to encourage non-disclosing companies to begin reporting, CDP has coordinated a financial institution-led global engagement campaign since 2017 to drive enhanced corporate environmental disclosure. In the inaugural year of the Non-Disclosure Campaign (NDC), 57 financial institutions engaged 450 companies. In 2021, 168 financial institutions signed up for the campaign.

- JFL has been a signatory to CDP since 2007
- In 2016, we wrote letters to 6 companies, encouraging them to disclose to CDP
- In 2017, we were one of 57 participants in the inaugural CDP NDC
- Five companies have started disclosing within one year of our engagement
- Two others started reporting 3-4 years after our engagement.

Case Study: Canadian Packaging Company



#### **Proxy Voting**

The exercising of voting rights is a critical part of our investment philosophy and approach. As an engaged and responsible institutional investor, JFL communicates our position on important topics related to corporate governance, including protection of the rights of minority shareholders, board independence and compensation, and company practices on key emerging themes related to environmental, social and governance (ESG) issues.

Like direct engagement of company management, proxy voting is fully integrated into our investment process and under the responsibility of the Global Investment Team. While the team discusses each proxy with the Investment Strategy Committee (ISC), decisions are made in-house by the investment professionals.

Below is a diagram illustrating the process:

#### 3<sup>rd</sup> Party Proxy Service

- JFL custom voting guidelines
- proxy research

#### Analyst, ESG

- prior votes and results
- comparison of 3rd party research
- proxy primer frameworks
- links to primary data sources

#### **Key Aspects Of The Process**

- Equity research analysts are responsible for reviewing and recommending all proxy votes
- Each proxy is discussed with the Investment Strategy Committee (ISC)
- · Decisions are made in-house by the investment professionals

#### JFL Sustainable Investment Committee (SIC)

- · proxy voting policy
- proxy season primer
- · client reporting

#### 3<sup>rd</sup> Party Proxy Service

- · vote casting
- vote reconciliation

#### Equity Research Analyst

- · proxy circular
- · company engagement
- vote recommendation
- · vote rationale

#### JFL Operations Team

vote casting

#### Investment Strategy Committee (ISC)

discussion, debate, approval

All proxy voting decisions are made internally according to in-house guidelines related to our proxy voting policy (public) and annual proxy season primer (internal).

The annual proxy season primer is produced by the Sustainable Investment Committee (SIC) to assist the Global Investment Team with voting recommendations. This primer includes an internal review of core principles and contains specific guidelines regarding discussion of emerging themes and key elements that may increase/decrease the likelihood of support and/or attention of shareholders.

In addition to our own research and guidelines, the Global Investment Team typically receives and analyzes independent reports from at least two external sources for each company held in the model portfolio. In order to operationalize the voting, we use a third-party service provider that applies our "custom voting guidelines." These voting guidelines should not be considered binary laws, as some proxy items will likely require particular attention of the analyst.

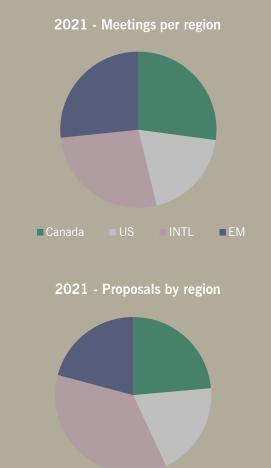
Once JFL has confirmed its voting instructions, the third-party will generally cast and reconcile all votes received electronically.

You can find our proxy voting policy on our website at: <a href="https://jflglobal.com/en-ca/proxy-voting-policy-and-procedures/">https://jflglobal.com/en-ca/proxy-voting-policy-and-procedures/</a>

#### 2021 Proxy Voting Summary

In 2021, JFL voted 199 meetings covering a total of 2,726 proposals from 165 issuers across JFL model portfolios.

Approximately 45% of meetings took place in North America, including 27% in Canada. International markets represent 27% of meetings and 36% of proposals, reflecting the usual longer agenda for companies based in Europe.



■ Canada

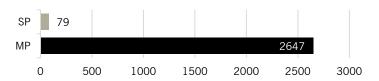
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**I** EM

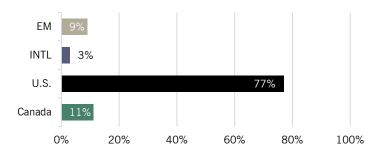
Proposals can be separated into two broad categories: Management Proposal (MP) and Shareholder Proposal (SP), with the latter representing 3% of total proposals for JFL in 2021.

As shown in the following graph (right-hand side), SPs are more frequent in American companies (77% of all SPs in 2021). This reflects important differences between American and European markets. For instance, SPs in the U.S. often call for provisions that are provided for by statute in Europe, such as majority voting, board destaggering and proxy access.

#### Proposals by type



#### Shareholder Proposals by region

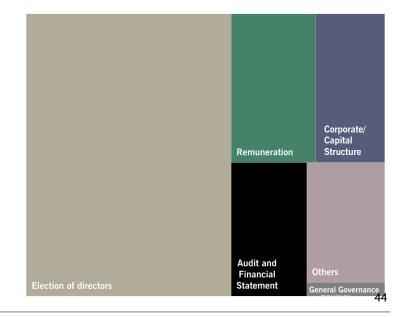


In total for 2021, JFL voted in favour of 89% of Management Proposals and in favour of 27% of Shareholder Proposals.

#### **Management Proposals**

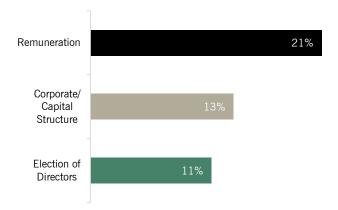
We divided Management Proposals into six themes, with the Election of Directors being the most frequent (57% of MPs in 2021), followed by Remuneration (12%).

#### Management Proposal by themes



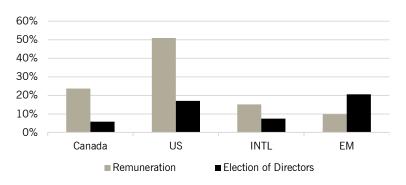
Overall in 2021, JFL elected to Withhold or voted Against Management Proposals in 9% of the cases.

As shown in the table, most of the decisions to Withhold or votes Against Management Proposals concerned Remuneration (21%), followed by Corporate/Capital Structure at 13% and the Election of Directors at 11%.



Voting Against Remuneration was more frequent in the U.S., mainly owing to dilution and burn rate being relatively high in that market relative to JFL guidelines. Abstention or voting Against the Election of Directors was more frequent in emerging markets (21%), closely followed by the U.S. (17%).

#### 2021 - Withhold/Against MP by region



#### Case Studies

### Executive compensation Kinaxis Inc.

JFL voted Against the Stock Option Plan because of features like excessive dilution and burn rate, and problematic change-in-control provision. JFL voted in favour of the election of the members of the compensation committee and for the Advisory vote on executive compensation until the research team engages with the company to give them feedback on tilting to share units over time, and away from options as most peers have done.

## Executive compensation LVMH

Given poor compensation structure and a lack of disclosure on compensation metrics used to determine executive compensation, JFL voted Against compensation made to executive officers for fiscal year 2020 and Against the Remuneration policy. JFL also voted Against the election of the members of the compensation committee.

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#### Case Studies (Continued)

Board independence SMC Corp.

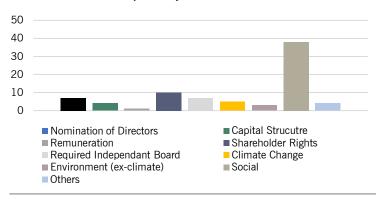
JFL Voted Against the re-election of all nonindependent directors as board independence is below 50 %, an important threshold to ensure a proper functioning of the board.

#### **Shareholder Proposals**

In 2021, JFL voted a total of 79 Shareholder Proposals. As mentioned earlier, most of the Shareholder Proposals are submitted to U.S. companies.

Shareholder Proposals vary widely by topic. We divided Shareholder Proposals into nine themes:

#### 2021 - Shareholder Proposals by theme



#### Social

Shareholder Proposals with regards to Social topics were the most frequent in 2021. Close to 85% of them were submitted to U.S. issuers, with the remainder (15%) submitted to Canadian issuers.

Topics varied widely, from Adoption of Diversity target, to Report on Racial Justice, Sugar and Public Health, Potential Human Rights violation, Animal Welfare and Political Contribution/Lobbying. JFL assesses each of them carefully based on various criteria, including an assessment of what is being asked and the potential additional benefits for the company and its shareholders. We also look at the company's current policies and practices. In total for 2021, JFL voted in favour of 8% of Shareholder Proposals on Social topics, all of them being in the U.S.

#### **Case Studies**

Report on Lobbying Payments & Policy Amazon.com, Inc. JFL voted in favour of this Shareholder Proposal for this U.S. company. Further disclosure would improve our ability to assess misalignments and risks stemming from Amazon's direct and indirect lobbying activities via trade associations. We believe more disclosure on the topic is positive for long-term shareholders.

Report on Racial Justice Abbott Laboratories JFL voted in favor of this shareholder proposal for this U.S. company. The company lags it peers in term of disclosures on the topic. We believe more disclosures on diversity and inclusion in general and on the company's plan to promote racial justice is positive for long-term shareholders.

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#### **Climate Change**

Within JFL portfolios, there were a total of five climate-related Shareholder Proposals in 2021, all in the U.S. JFL voted in favour of two of them.

We also voted in favour of all climate-related proposals coming from management. In 2021, those were proposed by Nestlé SA, Canadian National Railway Company and Unilever plc.

#### Case Studies

Report on Climate-Related Risks and Opportunities Berkshire Hathaway Inc. JFL voted in favour of the Shareholder Proposal. We think the company can improve their climate-related disclosures, as they are highly relevant for many of its subsidiaries, particularly ones operating in carbonintense industries and in the insurance business. This proposal broadly lines up with TCFD recommendations, and JFL is a public supporter of TCFD.

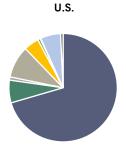
Management Advisory Vote on Climate Change Canadian National Railway

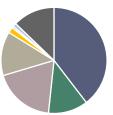
Company

JFL supported the company's climate action plan, as well as its decision to be the first Canadian company to voluntarily add an annual "say on climate" proposal. The company discloses according to TCFD guidelines and has "science-based targets" that align with the Paris Agreement.

#### Management Proposals by theme and region

## Canada







- Election of Directors
- Corporate/Capital structure
- General governance
- Environment (ex-climate)
- Others

- Audit and Financial Statement
- Remuneration
- Climate Change
- Social

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## UNDERSTANDING PRIVATE EQUITY

JARISLOWSKY FRASER

PRIVATE ASSETS

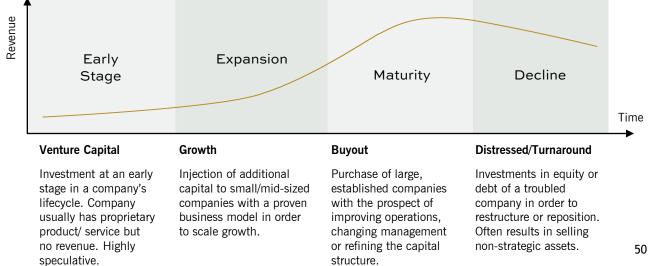


The vast number of privately held companies creates an attractive landscape of opportunities for investors to discover firms with unique business models that are not available in the public markets. Furthermore, private equity has provided investors with an enhanced return premium relative to public market benchmarks.

#### What is private equity?

Private equity ("PE") is a illiquid capital investment in equity or equity-like securities of a private company. Institutional and individual investors supply capital that is used by private equity managers to fund start-ups, grow or improve existing businesses, strengthen company balance sheets and initiate buyouts of public companies. The private equity manager's role is to take a long-term approach to guide companies through an improvement plan by providing financing and operational expertise, leading to an eventual exit in the investment to provide liquidity back to the original investors.

There are different needs for capital at different stages of a company's life cycle. In the early stages of a company, investment is needed to transition an idea or product concept into production and it is typically highly speculative in nature. When a private company proves that there is demand for the service or product that it has introduced, capital is required to achieve scale and grow distribution so that the company can start profiting from the expanded business model. Even companies that are mature or in decline can use capital injections so that they can pursue acquisitions for market consolidation or rationalize their balance sheets. As companies move from concept to reality, earnings visibility increases and competitive differentiation occurs which can reduce the downside risk associated with a capital investment.



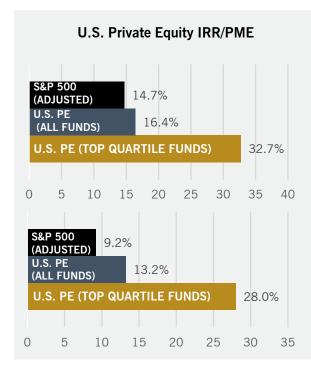
#### Why private equity?

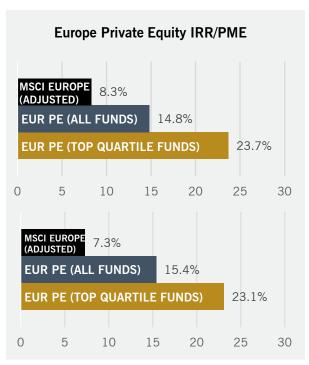
The vast number of privately held companies creates an attractive landscape of opportunities for investors to discover firms with unique business models that are not available in the public markets. The large universe of private companies provides for diversification benefits and distinct growth opportunities. Without the requirements to frequently prepare and file financial statements and other onerous legal disclosure documents with regulators and on the public record and meet quarterly earnings expectations from analysts, private companies are able to focus on longer term strategic developments, growing earnings and right-sizing their balance sheets.

Historically, PE has generally provided investors with an enhanced return premium relative to public market benchmarks. In particular, top quartile PE funds have delivered returns in excess of 15% of both the S&P 500 and the MSCI Europe adjusted index, in the 20-year period ending November 2021. Excess returns relative to the public markets are partially explained by an illiquidity premium, as private equity funds typically have an 8-to 10-year life. Other drivers of the returns from private equity funds include the long-term strategic focus and alignment of economic interest given that private equity managers share a percentage of gains when private companies are sold for a profit.



Source: CapitalIQ as of October 2020. Includes all public and private companies with revenues ≥ \$15 million.





10 Years

20 Years



#### Private equity vs. public equity

Private equity investing differs from public equity investing in several key ways.

Capital Deployment – When investments are made in the public market, capital is deployed according to the settlement period associated with the market, which in most cases is two days after the trade date. However, capital is deployed in private equity only when it is required to fund the purchase of a company or improve operations. Capital is committed by investors when they subscribe to a fund and is periodically called by the PE manager when required over the life of the fund.

Liquidity – Private equity funds typically have a 10-13 year life, meaning that capital can be called by the PE manager at any point during that time. However, in practice, investments are usually made during the first 5 years of the life of the fund, and capital is returned in years 5-10 as companies are sold. Although there is a secondary market for interest in private equity funds, the market is quite illiquid with significant transaction costs. Public equity can typically facilitate any liquidity needs in the mid- and large-cap space. As investors work their way down to smaller capitalized public businesses, liquidity can come at a discounted value.

**Control** – Private equity funds typically gain majority voting rights and can control the operations of companies they invest in, allowing them to gain active control over the direction of the company's future. In contrast, due to the scale and structure of public companies, public equity investors are generally not able to control how public companies are operated.

#### Who is investing in private equity?

Private equity's enhanced return profile and 10year fund life is particularly attractive to institutional investors such as pension funds and endowments, which have long investment horizons and known funding requirements.

According to 2019 data from the Pension Investment Association of Canada (PIAC), the allocation to PE accounted for 12.5% of total Canadian pension assets, which represented the third largest allocation after foreign equity and fixed income. Other investors in PE have traditionally included ultra-high-net-worth (UHNW) investors and family offices, with the latter having the greatest allocation to the asset class. Sovereign Wealth Funds are increasingly active investors in private equity and may over time become one of the industry's largest investors given their size and long-term investment horizons.

Investment in the asset class has traditionally been reserved for those that have significant investable capital as PE firms typically have large minimum capital commitments. According to alternative assets data provider Prequin, the average minimum capital commitment for funds being raised at the end of 2021 was approximately US\$6 million. In order to achieve a minimal level of diversification, investors will typically invest with at least 5 private equity managers, for a total of US\$30 million in the asset class.



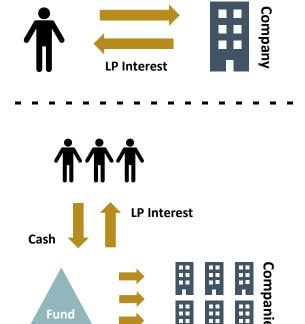
"Over the past few decades, private equity and venture capital returns have been very robust, pushing many asset owners to increase their allocations." 1

How to access private markets?

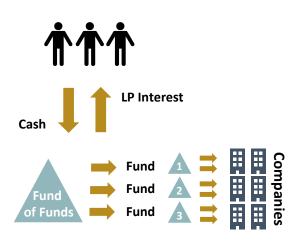
Private markets are generally accessible through direct investments into private companies or private funds.

- **1. Direct** Buy an ownership stake in a company by directly negotiating with a privately-owned firm.
- **2. Funds** Invest in a fund that is actively managed by a general partner ("GP") that pools capital from various investors, which are limited partners ("LPs"). The pooled capital is deployed to purchase companies that are private, or will become private when capital is used to purchase majority interest in public companies. These funds are typically closed-ended and investors' capital is typically committed for an extended period of time (i.e. 10 years or more). Private equity funds typically target 8-12 companies to include in their portfolios and often times are in the same industry or geography as the given manager's specialization.
- **3. Fund of funds ("FOFs")** –Managers of FOFs have expertise in fund investing and may have exclusive access to certain top-quality PE managers depending on their years of experience and relationships in the PE market. FOF manages solicit capital commitments from investors and subsequently create a diversified portfolio with a number of PE funds.

Some also provide liquidity to other private equity fund investors by purchasing their existing interests in funds through a privately negotiated transaction, accepting responsibility for funding any remaining capital commitments. These are known in the industry as "secondary" transactions and can provide increased diversification and investment pacing to a portfolio. More recently, FOF managers have invested as minority equity holders in individual companies alongside private equity funds. These types of transactions are referred to as "co-investments" and can increase returns and allow the individual companies to access and deploy.



Cash



#### UNDERSTANDING PRIVATE EQUITY



<sup>1</sup>Source: NASDAQ Asset Owners Solutions, Oct. 2021, Nasdaq-AOS-PE-Market-Beta-Whitepaper.pdf (evestment.com)

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GLOBAL INVESTMENT MANAGEMENT

UPDATE | JULY 2022

#### ASSETS UNDER MANAGEMENT<sup>1</sup>

As at June 30, 2022 the firm managed:

	Billions (C\$)
Segregated Pensions	6.9
Pooled Funds	9.2
Foundations	3.2
Other Institutional	18.2
Wraps <sup>2</sup> & Sub-Advisory	1.6
Private Wealth	11.4
Total	50.5

<sup>&</sup>lt;sup>1</sup>Incl. assets under administration

#### **ORGANIZATIONAL UPDATE**

#### **GLOBAL INVESTMENT TEAM**

**Christopher Knapp, CFA**, was appointed Associate Portfolio Manager, Emerging Markets Equities, effective July 1, 2022. Christopher has more than 15 years of industry experience. He joined the firm in 2015 and has been a senior analyst primarily focused on the emerging market financial sector.

#### SUSTAINABLE INVESTMENT

#### STEWARDSHIP REPORT

We recently published our first Stewardship Report to provide transparency and disclosure of our engagement and proxy voting activities. A copy of the report is being provided as part of our second quarter reporting package. Please do not hesitate to contact your account portfolio manager for a copy or if you have any questions.

#### 2021 PROXY VOTING RECORD

Our proxy voting record will now be compiled on a calendar year basis; it was previously provided for a 12-month period from July to June. You can access our latest proxy voting record by visiting our website at <a href="https://iflglobal.com/en-ca/sustainable-investing/">https://iflglobal.com/en-ca/sustainable-investing/</a>. Should you wish to have a copy of the record that includes voting rationale where necessary, please contact your JFL portfolio manager.

#### CDP NON-DISCLOSURE CAMPAIGN

Jarislowsky Fraser is a participant in CDP's 2022 Non-Disclosure Campaign, which aims to increase environmental disclosure among companies that have either never disclosed, or stopped disclosing, through CDP. CDP provides the global financial sector with the most complete source of self-reported corporate environmental data, in a uniform and comparable manner that is fully aligned with the TCFD recommendations.

Please visit our website <a href="https://jflglobal.com/en-ca/sustainable-investing/">https://jflglobal.com/en-ca/sustainable-investing/</a> for the more information about our sustainable investment approach and policies.

#### GREAT CANADIAN ESG CHAMPIONSHIP

Jarislowsky Fraser was among the 11 finalists in the first-ever Great Canadian ESG Championship: Nine Canadian institutional investors (6 foundations, 1 university, 2 trusts) are searching for the best ESG investment managers across the country for a share in a new investment mandate.



Our investment proposal in the Multi-Asset Category was a Canadian Diversified Climate+ strategy, comprising a mix of the JF Fossil Fuel Free Canadian Equity Fund and JF Sustainable and Impact Bond Fund.

For more information, go to www.esgchampionship.ca.

#### PRODUCT UPDATE

**JF Partners Private Equity:** The 2022 vintage of our turnkey, global private equity solution is now available, and is expected to close in December.

<sup>&</sup>lt;sup>2</sup>Separately Managed Accounts

Total may not add up due to rounding