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## 2021

# INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

For the period ended June 30, 2021

Offered by Educators Financial Group Portfolio Manager: Fiera Capital Inc., Toronto, Ontario

**Educators Money Market Fund** 



#### **EDUCATORS MONEY MARKET FUND**



This interim management report of fund performance contains financial highlights but does not contain either the interim financial report or annual financial statements of the investment fund. You can get a copy of the interim financial report or annual financial statements at your request, and at no cost, by calling 1.800.263.9541, by writing to us at Educators Financial Group, 2225 Sheppard Ave. East, Suite 1105. Toronto, Ontario, M2J 5C2, or by visiting our website at www.educatorsfinancialgroup.ca or SEDAR at www.sedar.com.

Securityholders may also contact us using one of these methods to request a copy of the investment fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

### MANAGEMENT DISCUSSION OF FUND PERFORMANCE

#### Risk

The impact of the coronavirus (COVID-19) pandemic on the financial performance of the Fund's investments will depend on future developments, including the duration and spread of the outbreak and related advisories and restrictions. This public health crisis and the impact of COVID-19 on the financial markets and the overall economy are highly uncertain and cannot be predicted. If the financial markets and/or the overall economy are impacted for an extended period, the Fund's future investment results may be materially affected.

### **Results of Operations**

The Fund's net assets decreased by 9.4% to \$27.1 million at the end of June 2021, down from \$29.9 million at the end of December 2020.

### Investment Performance

For the year/period ending June 30, 2021 (the 'period'), the Educators Money Market Fund – Class A Series provided a return of 0.04% versus the FTSE Canada 91 Day Treasury Bill Index (the 'Benchmark') return of 0.06%.

The Fund underperformed its Benchmark over the period. Unlike the Benchmark, the Fund's return is net of fees and expenses paid by the Fund. Detailed performance is provided under the heading "Past Performance" in this report. Investors cannot invest in the Benchmark without incurring fees, expenses and commissions which are not reflected in Benchmark returns.

Class F units of the Fund were first offered by prospectus dated May 14, 2021 however no Class F units had been offered for sale at June 30, 2021. Due to policies issued by the Canadian Securities Administrators, investment performance data is not reported for funds in existence for less than one year.

The proportion of corporate securities within the Fund increased during the period, while holdings of federally and provincially-guaranteed securities decreased. This shift enhanced yield within the portfolio, as overall yields in the market increased. As of June 30, 2021, the Fund held 14.0% of its investments in Government of Canada and Provincial Treasury Bills, with the balance held in corporate paper.

Once again, there was no change in either the U.S. or Canadian benchmark interest rates during the period. The rates have remained stable (at 0.25% in Canada and 0.125% in the U.S.) for more than a year.

During the first quarter, some market participants expected that the Bank of Canada (BoC) might implement a micro-cut (a reduction of less than 0.25%) to the overnight rate. However, at the first meeting on January 20, 2021, this scenario was not endorsed by Governor Macklem. Instead, the BoC acknowledged that their outlook remained uncertain during the quarter, so they kept the Quantitative Easing program in place and unchanged. Their forecast was for a negative first quarter and a strong rebound in the second, with this upbeat assessment being fueled by the speed of the COVID-19 vaccine rollout.

At its meeting on April 21, the BoC reduced the amount of its weekly bond purchase program from \$4 billion to \$3 billion CAD and officially closed all market-functioning programs that were set up during the pandemic-led financial crisis. Market participants interpreted this as a sign that tapering was on its way. The expected first-rate increase date was revised from 2023 to the second half of 2022.

The BoC acknowledged the economic recovery by forecasting that the output gap would be eliminated sooner than expected—again revising estimates from 2023 to 2022. The fact that the vaccination effort should largely be completed in Canada by late 2021 is a major factor. Nevertheless, the BoC remains committed to holding the policy interest rate at the effective lower band until economic slack is absorbed (so that the bank's 2% inflation target is sustainably achieved).

The yield of the FTSE Canada 91-Day Treasury Bill Index ended the second quarter at 0.14%, from an entry point of 0.09% at December 31, 2020. Over the same period, the yield of the Banker's Acceptance market increased to 0.17% from 0.12%. Short-term corporate securities outperformed provincial and federal treasury bills over the period. However, the outperformance was more muted during the second quarter, as the yields of government securities increased at a faster pace than corporate securities—such as Banker's Acceptances. The Fund's greater weight in corporate securities, as compared to its benchmark, enhanced performance over the period.

### **Recent Developments**

The portfolio manager remains focused on high-quality corporate holdings and selecting securities with maturities that present the most attractive yields in order to provide the Fund with a yield in excess of Government of Canada treasury bills. They continue to take advantage of any yield-enhancing opportunities as they arise. In the meantime, the



Fund will continue to hold a significant weight in commercial paper, banksponsored asset-backed commercial paper, and banker's acceptances going forward (to complement the Fund's holdings of Government of Canada and Provincial treasury bills).

### Caution Regarding Forward-looking Statements

This report may contain forward-looking statements about the Fund, including its strategy, risks, expected performance and condition. Forward-looking statements include statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates" or negative versions thereof and similar forward-looking expressions.

In addition, any statement that may be made concerning future performance, strategies or prospects, and possible future Fund action, is also a forward-looking statement. Forward-looking statements are based on current expectations and projections about future general economic, political and relevant market factors, such as interest rates, foreign exchange rates, equity and capital markets, and the general business environment, in each case assuming no changes to applicable tax or other laws or government regulation. Expectations and projections about future events are inherently subject to, among other things, risks, and uncertainties, some of which may be unforeseeable. Accordingly, assumptions concerning future economic and other factors may prove to be incorrect at a future date.

Forward-looking statements are not guarantees of future performance, and actual events and results could differ materially from those expressed or implied in any forward-looking statements made by the Fund. Any number of important factors could contribute to these digressions, including, but not limited to, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, technological change, changes in government regulations, unexpected judicial or regulatory proceedings, and catastrophic events, including the potential impact of the COVID-19 pandemic on the Fund and/or its operations.

It should be stressed that the above-mentioned list of factors is not exhaustive. You are encouraged to consider these and other factors carefully before making any investment decisions and you are urged to avoid placing undue reliance on forward-looking statements. Further, you should be aware of the fact that the Fund has no specific intention of updating any forward-looking statements, whether as a result of new information, future events or otherwise, prior to the release of the next Management Report of Fund Performance unless required by applicable law.

### **Related Party Transactions**

On August 19, 2019, Fiera Capital Corporation acquired all issued and outstanding shares of Foresters Asset Management Inc. from Foresters Life Insurance Company. Upon the closing, Foresters Asset Management Inc. was renamed Fiera Capital Fund Management Inc. ("FCFM"). FCFM was incorporated into the Canadian operations of Fiera Capital, by amalgamating Fiera Capital and FCFM shortly following the

acquisition. Fiera Capital is a leading independent asset management firm and trades under the ticker FSZ on the Toronto Stock Exchange.

In the first six months of 2021 Educators Financial Group did not refer any conflict of interest matters to the Fund's Independent Review Committee (IRC) and accordingly did not rely upon any recommendation of the IRC in respect of any related party transactions.

Educators Financial Group is the Manager and Trustee of the Fund. Educators Financial Group is a wholly-owned subsidiary of the Ontario Secondary School Teachers' Federation ("OSSTF"). OSSTF may from time to time invest in units of the Fund.

### FINANCIAL HIGHLIGHTS

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for the six-month period and for the past five years. As the Class F units of the Fund have recently been created no Financial Highlights are provided in this document, Financial Highlights will be provided in our next interim management report of fund performance ("MRFP). Currently Class I units of the Fund are not being offered to purchase by retail investors.

### Educators Money Market Fund – Class A Series – Net Assets per Unit (1)

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Six months ended June 30		Year ended December 31				
	2021	2020	2019	2018	2017	2016
Net Assets, beginning of year/period	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Increase (decrease) from operations:						
Total revenue	\$0.01	\$0.08	\$0.18	\$0.15	\$0.08	\$0.06
Total expenses, including transaction costs [excluding distributions]	(\$0.01)	(\$0.03)	(\$0.06)	(\$0.06)	(\$0.06)	(\$0.05)
Realized gains (losses) for the period	\$	\$	\$	\$	\$	\$
Unrealized gains (losses) for the period	\$	\$	\$	\$	\$	\$
Total increase (decrease) from operations (2)	\$0.00	\$0.05	\$0.12	\$0.09	\$0.02	\$0.01
Distributions:						
From net investment income (excluding dividends)	\$0.00	\$0.05	\$0.12	\$0.09	\$0.02	\$0.01
From dividends	\$	\$	\$	\$	\$	\$
From capital gains	\$	\$	\$	\$	\$	\$
Return of capital	\$	\$	\$	\$	\$	\$
Total Annual Distributions (3)	\$0.00	\$0.05	\$0.12	\$0.09	\$0.02	\$0.01
Net Assets, end of year/period	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00



### Ratios and Supplemental Data (based on Net Asset Value)

Six months ended June 30		Year ended December 31				
	2021	2020	2019	2018	2017	2016
Total Net Asset Value (000's) (4)	\$22,326	\$24,620	\$18,693	\$15,959	\$14,624	\$17,129
Number of units outstanding (4)	2,232,630	2,461,987	1,869,288	1,595,937	1,462,438	1,712,916
Management expense ratio (5)	0.16%	0.31%	0.62%	0.59%	0.58%	0.53%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	0.58%	0.59%	0.62%	0.62%	0.62%	0.61%
Trading expense ratio (7)	N/A	N/A	N/A	N/A	N/A	N/A
Net Asset Value per unit	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00

### Educators Money Market Fund – Class I Series – Net Assets per Unit (1)

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Six months ended June 30		Year ended December 31	
	2021	2020 2019	2018
Net Assets, beginning of year/period	\$10.00	\$10.00 \$10.00	\$10.00
Increase (decrease) from operations:			
Total revenue	\$0.01	\$0.08 \$0.21	\$0.17
Total expenses, including transaction costs [excluding distributions]	\$	\$ \$	\$0.00
Realized gains (losses) for the period	\$	\$ \$	\$
Unrealized gains (losses) for the period	\$	\$ \$	\$
Total increase (decrease) from operations (2)	\$0.01	\$0.08 \$0.21	\$0.17
Distributions:			
From net investment income (excluding dividends)	\$0.01	\$0.08 \$0.18	\$0.15
From dividends	\$	\$ \$	\$
From capital gains	\$	\$ \$	\$
Return of capital	\$	\$ \$	\$
Total Annual Distributions (3)	\$0.01	\$0.08 \$0.18	\$0.15
Net Assets, end of year/period	\$10.00	\$10.00 \$10.00	\$10.00

### Ratios and Supplemental Data (based on Net Asset Value)

Six months ende	ed June 30	Year ended December 31		
	2021	2020	2019	2018
Total Net Asset Value (000's) (4)	\$4,779	\$5,296	\$4,089	\$1,602
Number of units outstanding (4)	477,944	529,564	408,916	160,159
Management expense ratio (5)	0.01%	0.01%		
Management expense ratio before waivers or absorptions <sup>(6)</sup>	0.01%	0.01%	-	
Trading expense ratio (7)	N/A	N/A	N/A	N/A
Net Asset Value per unit	\$10.00	\$10.00	\$10.00	\$10.00

<sup>(1)</sup> This information is derived from the Fund's interim financial report and audited annual financial statements.

For the financial years beginning after January 1, 2014, the financial highlights were derived from the Fund's financial statements prepared in accordance with International Financial Reporting Standards ("IFRS").

All references to "Net Assets" or "Net Assets per Unit" in these financial highlights are references to net assets attributable to holders of redeemable units determined in accordance with IFRS as presented in the financial statements of the Fund.

- Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase/decrease from operations is based on the weighted average number of units outstanding over the financial period. This table is not intended to be a reconciliation of beginning to ending net assets per unit.
- (3) Distributions were either paid in cash or reinvested in additional units of the Fund.
- (4) This information is provided as at June 30 or December 31 of the year shown.
- Management expense ratio is based on total expenses (excluding [distributions], commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period.
- The management expense ratio before waivers or absorptions shows what the management expense ratio of the Fund would have been if Educators Financial Group had not charged a lesser amount for its management fee.
- 7) The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average net asset value during the period.

### **Management Fees**

Educators Financial Group is the Manager-Trustee, promoter, and principal distributor of the Fund, and is responsible for the day-to-day management and administration of the Fund.

The Manager-Trustee monitors and evaluates the performance of the Fund and pays for the investment management services of the portfolio manager, as well as all administrative services required by the Fund. As compensation for these services, the Manager-Trustee is entitled to receive a fee payable monthly, calculated daily, and based on the Net Asset Value of the Fund, at a maximum annual rate of 0.55% for the Class A Series and 0.30% for the Class F Series. The Class I Series is identical in all respect to the Class A Series, except that there is no management fee payable by the Fund in respect of the Class I units.

The Fund is responsible for paying any applicable tax owing on its management fee.

Approximately 66.5% of the management fees collected from all Series were used to pay for portfolio management services, with the remainder of the fees allocated to custodial services, marketing, technology, and Manager-Trustee operating expenses.

### **PAST PERFORMANCE**

### General

The Fund's performance information shown assumes that all distributions made by the Fund in the periods shown were reinvested in additional units of the Fund.

The performance information does not take into account sales, redemption, distribution, or other optional charges that would have reduced returns or performance. The performance of different fund series may vary for a number of reasons, including differences in management

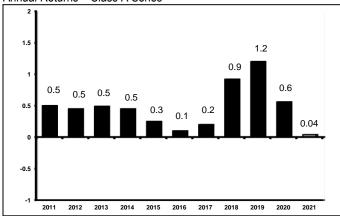


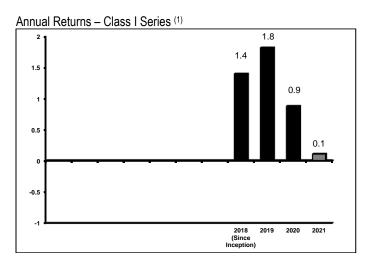
fees and expenses. Please remember that how the Fund has performed in the past does not necessarily indicate how it will perform in the future.

### Year-by-Year Returns

The bar chart shows the Fund's annual performance for each of the years shown and for the six-month period and illustrates how the Fund's performance has changed from year to year. The bar chart shows, in percentage terms, how much an investment made on the first day of each financial period would have grown or decreased by the last day of each financial period.

### Annual Returns - Class A Series





% Increase/decrease For the six-month period ended June 30, 2021

The Class I Series commenced operations January 4, 2018

### Annual Returns - Class F Series

Regulatory restrictions limit publishing performance for investment funds with a history of less than one year. As at June 30, 2021 no Class F units had been offered to purchase.

### SUMMARY OF INVESTMENT PORTFOLIO (Based on Net Asset Value)

As at June 30, 2021

Sector Mix	Percentage of Net Asset Value
Bankers' Acceptances	43.79%
Discount Commercial Paper	38.67%
Government Bonds	9.59%
Treasury Bills	4.35%
Promissory Notes	3.17%
Net Other Assets	0.31%
Cash and Cash Equivalents	0.12%

**Top Holdings** 

Security Name	centage of Net Asset Value
Hydro Quebec Interest Strip, August 15, 2021	9.59%
Canadian Imperial Bank of Commerce, 0.18%, September 3, 2021	8.11%
Bank of Nova Scotia, 0.23%, July 7, 2021	7.83%
OMERS Finance Trust, 0.16%, September 15, 2021	7.43%
HSBC Bank Canada, 0.21%, July 5, 2021	6.64%
Central 1 Credit Union, 0.19%, July 2, 2021	6.36%
Ontario Teachers' Finance Trust, 0.18%, August 12, 2021	6.18%
Hydro One Inc., 0.22%, July 8, 2021	5.90%
Royal Bank of Canada, 0.21%, September 27, 2021	5.53%
Honda Canada Finance Inc., 0.34%, October 5, 2021	5.25%
Canadian Treasury Bill, 0.09%, August 5, 2021	3.87%
Clarity Trust, 0.23%, August 25, 2021	3.87%
National Bank of Canada, 0.18%, July 5, 2021	3.69%
Clarity Trust, 0.21%, July 19, 2021	3.69%
Toronto-Dominion Bank, 0.18%, August 25, 2021	3.69%
Province of Alberta, 0.20%, January 25, 2022	3.17%
Toronto-Dominion Bank, 0.17%, September 10, 2021	3.04%
National Bank of Canada, 0.19%, July 28, 2021	2.40%
Toronto-Dominion Bank, 0.17%, July 5, 2021	1.48%
Royal Bank of Canada, 0.19%, September 9, 2021	1.38%
Canadian Treasury Bill, 0.09%, July 8, 2021	0.48%
Total Net Assets (000's)	\$27 106

### Total Net Assets (000's) \$27,106

The summary of investment portfolio of the Fund is as at June 30, 2021 and may change due to the Fund's ongoing portfolio transactions. Updates are available quarterly.

### **EDUCATORS FINANCIAL GROUP**

2225 Sheppard Ave. East Suite 1105 Toronto, Ontario M2J 5C2

Telephone: 416.752.6843

1.800.263.9541

Fax: 416.752.6649

1.888.662.2209

E-Mail: info@educatorsfinancialgroup.ca

Web: www.educatorsfinancialgroup.ca

