## 2021

# INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

For the period ended June 30, 2021

Offered by Educators Financial Group Portfolio Manager: HSBC Global Asset Management (Canada) Limited, Toronto, Ontario

**Educators Monitored Conservative Portfolio** 



#### EDUCATORS MONITORED CONSERVATIVE PORTFOLIO



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 increased by 23.3% to \$66.6 million at the end of June 2021, up from \$54.0 million at the end of December 2020.

### **Investment Performance**

For the year/period ending June 30, 2021 (the 'period'), the Educators Monitored Conservative Portfolio – Class A Series provided a return of 2.25% versus a Benchmark return of 1.78%. The Benchmark is a weighted composite consisting of 5.5% MSCI EAFE Index C\$,6.5% S&P 500 Index C\$, 16.0% S&P/TSX Composite Index, 51.5% FTSE Canada Universe Bond Index, 15.5% FTSE Canada Short Term Bond Index, and 5.0% FTSE 91-Day T-Bill Index (the 'Benchmark').

The Fund outperformed its blended 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.

Equity markets continued to climb in the first half of 2021, after a strong finish in 2020. Conversely, the domestic bond market produced a negative return, though this was mitigated by declining yields (higher bond prices) throughout the second quarter. Many media headlines have made mention of record high-equity index prices, but the portfolio manager believes there are still attractively-priced segments and securities available. Also, it is important to note that the stock market rally we've seen is being supported by an ongoing improvement in corporate

earnings, a generally favourable macroeconomic backdrop, and COVID-19 vaccinations.

Against this backdrop, in Canadian dollar terms, global equities rose 9.9% in the first half, while the U.S. market gained 12.0%. Meanwhile, the Canadian market provided a 17.3% year-to-date gain. Energy was the best performing domestic sector during the period, bolstered by a 50% increase in the price of oil—to over USD \$73 per barrel. As hinted earlier, the domestic bond market saw a 3.5% decline year-to-date. Finally, gold prices were down 7% to just under USD \$1,800 per ounce.

The fund benefitted from overweight versus the Benchmark to Canadian equities and an underweight versus Benchmark to core bonds during the period. Allocations to global high-yield, in addition to emerging market debt, also added value relative to the benchmark—as did security selection in Canadian bonds, international equities, and U.S. equities.

During the period, the fund manager added passive index funds to complement the Fund's active fulfillments for U.S. equities, international equities, and emerging market equities. They also trimmed Canadian equity exposure and reallocated towards Canadian bonds. The latter would provide a hedge if viral variants were to hold back economic reopening. The manager also fine-tuned the portfolio's regional equity exposures, specifically in U.S. and international equities.

### **Recent Developments**

As we move from Q2 to Q3 2021, the portfolio manager believes the global economy continues to be in the expansion phase of the economic cycle, with the U.S. and China leading the way. Unprecedented monetary and fiscal stimulus has supported the recovery in activity from the deep and swift economic decline in the first half of 2020. Going forward, further gains in vaccinations, loosening of social restrictions, pent-up consumer demand for services, and rising commodity prices are all catalysts for continued strong growth—although the pace will be moderate. While recent inflation readings have been elevated, both the U.S. Federal Reserve and the Bank of Canada are viewing these as transitory; contributed mostly by comparisons with low levels a year ago at the depths of the recession, as well as short-term supply chain challenges. With high unemployment rates still present in some sectors, the portfolio manager expects monetary policy to remain very accommodative well into 2022.

With that said, the portfolio manager continues to run a modest, pro-risk allocation in this environment. Focusing on good-quality companies remains central to their approach. The equity markets rotation in 2021



(away from very expensive sectors into more stable, traditional businesses) is a healthy development, as it demonstrates a greater focus towards fundamentals and less on speculative narratives. The return potential of equities looks more attractive than that of fixed income, but the manager's expectations for future gains are significantly tempered due to the very strong gains of the past 12 months. On a regional basis, the Fund is overweight relative to its strategic allocation in the North American markets and close to neutral weight versus Benchmark in international equities. Within fixed income, the Fund's main overweight versus the Benchmark is in short-term mortgages.

The key risks to the portfolio manager's central scenario remains the virus and its variants, or disruptions in the rollout of vaccines. Changes in fiscal or monetary policy direction, and the potential for inflation to remain elevated, are also risks to monitor.

### **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**

Pursuant to the Fund's investment strategies included in the Fund's Simplified Prospectus, the Fund may invest in other mutual funds and for the period has invested in various HSBC Funds which are funds managed by the Fund's Portfolio Manager. Please refer to the "Top Holdings" in the Summary of Investment Portfolio section of this report.

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 years since inception. 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 Monitored Conservative Portfolio – Class A Series – Net Assets per Unit (1)

Six months ended June 30		Year ended December 31		
	2021	2020	2019	2018
Net Assets, beginning of year/period	\$10.56	\$10.28	\$9.59	\$10.00
Increase (decrease) from operations:				
Total revenue	\$0.14	\$0.31	\$0.31	\$0.29
Total expenses, including transaction costs [excluding distributions]	(\$0.09)	(\$0.17)	\$0.17)	(\$0.16)
Realized gains (losses) for the period	\$0.18	\$0.15	\$0.04	\$0.08
Unrealized gains (losses) for the period	\$0.02	\$0.25	\$0.49	(\$1.45)
Total increase (decrease) from operations (2)	\$0.25	\$0.54	\$0.67	(\$0.24)
Distributions:				
From net investment income (excluding dividends)	\$0.04	\$0.10	\$0.11	\$0.09
From dividends	\$0.01	\$0.03	\$0.02	\$0.02
From capital gains	\$	\$0.09	\$0.01	\$0.07
Return of capital	\$	\$	\$	\$
Total Annual Distributions (3)	\$0.05	\$0.22	\$0.14	\$0.18
Net Assets, end of year/period	\$10.74	\$10.56 \$	10.28	\$9.59



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

Six months end	ed June 30	Year ended December 31		
	2021	2020	2019	2018
Total Net Asset Value (000's) (4)	\$64,400	\$52,058	\$38,169	\$11,062
Number of units outstanding (4)	5,995,436	4,930,760	3,711,910	1,153,112
Management expense ratio (5)	1.64%	1.64%	1.64%	1.65%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	1.64%	1.64%	1.64%	1.65%
Trading expense ratio (7)				
Portfolio turnover rate (8)	12.28%	12.84%	8.73%	16.07%
Net Asset Value per unit	\$10.74	\$10.56	\$10.28	\$9.59

### Educators Monitored Conservative Portfolio – Class I Series – Net Assets per Unit (1)

Six months ended June 30		Year ended December 31		
	2021	2020	2019	2018
Net Assets, beginning of year/period	\$10.72	\$10.44	\$9.70	\$10.00
Increase (decrease) from operations:				
Total revenue	\$	\$0.32	\$0.28	\$0.22
Total expenses, including transaction costs [excluding distributions]	\$	\$	\$	\$
Realized gains (losses) for the period	\$	\$0.18	\$0.03	\$0.07
Unrealized gains (losses) for the period	\$0.02	\$0.40	\$0.69	(\$0.37)
Total increase (decrease) from operations (2)	\$0.02	\$0.90	\$1.00	(\$0.08)
Distributions:				
From net investment income (excluding dividends)	\$	\$0.24	\$0.22	\$0.15
From dividends	\$	\$0.07	\$0.05	\$0.03
From capital gains	\$	\$0.09	\$0.01	\$0.07
Return of capital	\$	\$	\$	\$
Total Annual Distributions (3)	\$	\$0.40	\$0.28	\$0.25
Net Assets, end of year/period	\$	\$10.72	\$10.44	\$9.70

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

Six months ende	d June 30	Year ended December 31		
	2021	2020	2019	2018
Total Net Asset Value (000's) (4)	\$	\$10	\$16	\$18
Number of units outstanding (4)		911	1,558	1,821
Management expense ratio (5)	%	0.01%	%	1.01%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	%	0.01%	%	1.01%
Trading expense ratio (7)				
Portfolio turnover rate (8)	%	12.84%	8.73%	16.07%
Net Asset Value per unit	\$	\$10.72	\$10.44	\$9.70

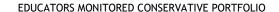
### Educators Monitored Conservative Portfolio – Class E Series – Net Assets per Unit (1)

Six months ended June 30		Year ended December 31	
	2021		2020
Net Assets, beginning of year/period	\$10.59		\$10.00
Increase (decrease) from operations:			
Total revenue	\$0.14		\$0.24
Total expenses, including transaction costs [excluding distributions]	(\$0.07)		(\$0.09)
Realized gains (losses) for the period	\$0.18		\$0.16
Unrealized gains (losses) for the period	\$0.01		\$0.52
Total increase (decrease) from operations <sup>(2)</sup>	\$0.26		\$0.83
Distributions:			
From net investment income (excluding dividends)	\$0.05		\$0.12
From dividends	\$0.01		\$0.05
From capital gains	\$		\$0.09
Return of capital	\$		\$
Total Annual Distributions (3)	\$0.06		\$0.26
Net Assets, end of year/period	\$10.78		\$10.59

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

Six months ended June 30		Year ended December 31
	2021	2020
Total Net Asset Value (000's) (4)	\$2,224	\$1,940
Number of units outstanding (4)	206,242	183,074
Management expense ratio (5)	1.32%	1.32%
Management expense ratio before waivers or absorptions <sup>(6)</sup>	1.32%	1.32%
Trading expense ratio (7)		
Portfolio turnover rate (8)	12.28%	12.84%
Net Asset Value per unit	\$10.78	\$10.59

- (1) This information is derived from the Fund's interim financial report and audited annual financial statements.
  - For financial year 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.
- (2) 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.
- (5) 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.

- (6) 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.
- (8) The Fund's portfolio turnover rate indicates how actively the Fund's portfolio manager manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the year. The higher a fund's portfolio turnover rate in a year, the greater the trading costs payable by the fund in the year, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of a fund.

### **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, Educators Financial Group is entitled to receive a fee, payable monthly and calculated daily, based on the Net Asset Value of the Fund, at the annual rate of 1.45% for the Class A Series, 1.16% for the Class E Series and 0.55% for the Class F Series. The Class I Series is identical in all aspects 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 15.1% of the total management fees collected from all Series were used to pay for portfolio management services, with the remainder of the fees being allocated to custodial services, marketing, technology, and Manager-Trustee operating expenses.

### **PAST PERFORMANCE**

### General

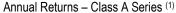
The Fund's performance information shown assumes that all distributions made by the Fund in the period(s) shown were reinvested in additional units of the Fund.

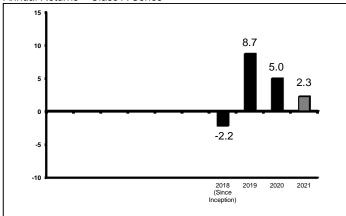
The performance information does not take into account sales, redemption, distribution, or other optional charges that would have reduced returns or performance. The performance of different fund series may vary for a number of reasons, including differences in management fees and expenses. Please remember that how the Fund has performed in the past does not necessarily indicate how it will perform in the future.

### Year-by-Year Returns

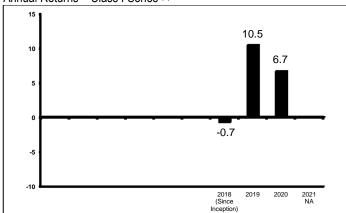
The bar chart shows the Fund's annual performance since inception for each of the years shown and for the six-month period and illustrates how

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.



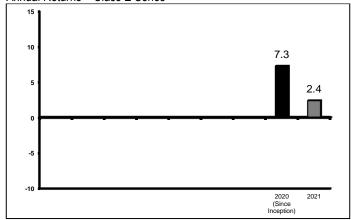


### Annual Returns - Class I Series (1)



### Annual Returns - Class E Series (2)

% Increase/decrease



The Class A and Class I Series commenced operation January 4, 2018

For the six-month period ended June 30, 2021

The Class E Series commenced operation February 4, 2020



### 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
Canadian Mutual Funds	99.46%
Net Other Assets	0.40%
Cash and Cash Equivalents	0.14%

**Top Holdings** 

Security Name	Percentage of Net Asset Value
Educators Bond Fund, Class I	37.94%
HSBC Mortgage Fund, Institutional Series	16.58%
Educators Dividend Fund, Class I	11.05%
Educators Growth Fund, Class I	7.03%
HSBC Global High Yield Bond Pooled Fund	4.90%
HSBC Emerging Markets Debt Fund, Institutional Series	4.80%
Educators Money Market Fund, Class I	4.04%
HSBC U.S. Equity Index Fund	3.57%
Educators U.S. Equity Fund, Class I	3.49%
HSBC International Equity Index Fund	2.08%
HSBC International Equity Pooled Fund	2.06%
HSBC Global Inflation Linked Bond Pooled Fund	0.90%
HSBC Emerging Markets Equity Index Fund	0.53%
HSBC Emerging Markets Pooled Fund	0.51%
Total Net Assets (000's)	\$66,623

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. Information about the holdings of the HSBC Funds owned by the Fund is contained in their simplified prospectus, annual information form and fund facts documents available on SEDAR at www.sedar.com.