



Balanced Mandate

CFG Model Portfolio

Reporting as of January 31, 2019

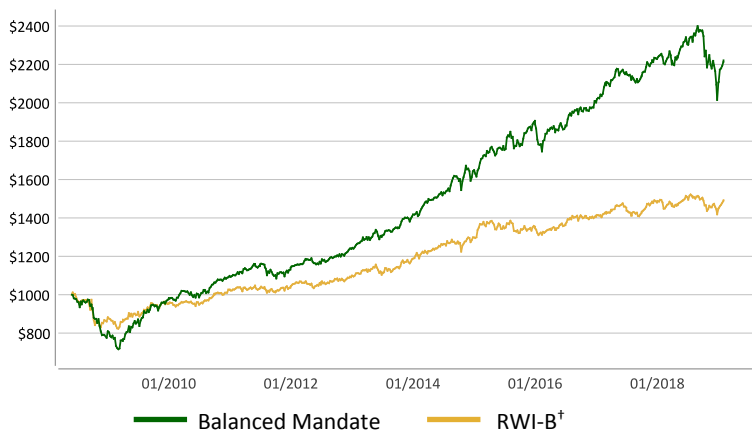
Portfolio Description

The **Balanced Mandate** is a two-pool portfolio seeking capital appreciation and cash flow striking a 50/50 balance between more stable, yield-bearing assets (such as Fixed Income, Preferred Shares, REITs, and Covered Call Strategies), via the Income Share Class, and higher-risk, growth-oriented asset classes (primarily Common Shares of publicly listed companies), via the Equity Share Class.

Investment Objective

The objective of the **Balanced Mandate** is to achieve better risk-adjusted returns than a passive, low-cost, diversified portfolio benchmark (The Real World Balanced Index). The **Balanced Mandate** aims to achieve this objective by holding in client accounts two Share Classes in target proportions of 50% Income Share Class and 50% Equity Share Class. Croft Financial Group will rebalance back to this target at least annually. In addition, rebalancing takes place within each Share Class on a more frequent basis to manage market risk, take advantage of market opportunity, and manage cash positions. For further information, including a more detailed description of the investment objectives and strategy for each of the component Share Classes, please review our Relationship Disclosure Document and/or Share Class Fact Sheets, both available at www.croftgroup.com.

Growth of \$1000



Key Statistics

	1 M	3 M	6 M	1 Y	3 Y*	5 Y*	SI*
Returns	5.58%	0.32%	-4.52%	-0.82%	7.61%	9.51%	7.76%
	3.12%	3.25%	-1.23%	0.85%	4.21%	4.35%	3.82%
Sharpe Ratio	7.56	-0.06	-0.65	-0.22	0.69	0.96	0.75
	17.55	1.32	-0.61	-0.18	0.53	0.55	0.43
Maximum Drawdown	0.00%	-10.37%	-16.02%	-16.02%	-16.02%	-16.02%	-28.39%
	0.00%	-3.70%	-6.30%	-6.78%	-6.78%	-6.78%	-18.67%

■ Balanced Mandate ■ RWI-B[†]

*Annualized returns
Inception date May 31, 2008

Portfolio

Symbol	Security	Weight
TCG534	Income Share Class	50%
TCG531	Equity Share Class	50%
Distribution		Monthly
Benchmark [†]		Real World Index – Balanced

Top 10 Holdings (effective)

Security	Weight
RCICN 2.8 03/13/19	5.46%
F 2.939 02/19/19	5.14%
HYDONE 1.62 04/30/20	2.97%
SJRCN 5.65 10/01/19	2.72%
ATDBCN 3.319 11/01/19	2.68%
RY 2.98 05/07/19	2.67%
TD 2.447 04/02/19	2.67%
OPEN TEXT CORP	2.22%
FINANCIAL 15 SPLIT CORP PFD	2.15%
PREMIUM INCOME CORP -PFD-	2.14%

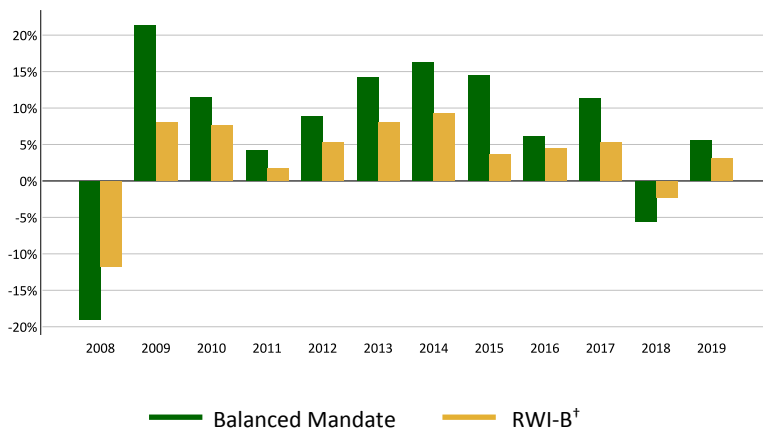
Annual Returns

Period	Balanced Mandate	RWI-B [†]
2019	5.58%	3.12%
2018	-5.60%	-2.24%
2017	11.34%	5.28%
2016	6.04%	4.49%
2015	14.46%	3.68%
2014	16.29%	9.26%
2013	14.20%	8.08%
2012	8.84%	5.34%
2011	4.14%	1.66%
2010	11.50%	7.66%

Standard Deviation

Period	Balanced Mandate	RWI-B [†]
Since Inception	8.44%	6.68%
3 years	7.52%	4.62%
5 years	7.77%	5.52%

Annual Returns



Disclaimer and Notes

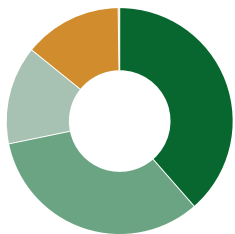
¹ Asset Allocation – CAD actual, marked to market as of close on the date quoted

² Sector Allocation – CAD notional, including option exposures with cash adjusted to total 100%

³Geographic Allocation – CAD notional, including option exposures with cash adjusted to total 100%

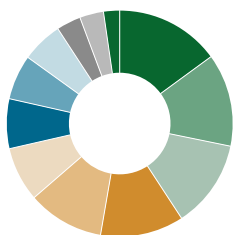
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Asset Allocation¹



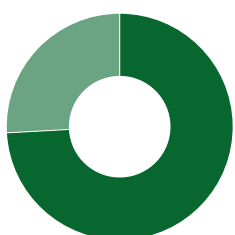
Equity	38.6%
Bonds & Debentures	33.2%
Preferred	14.0%
Cash	14.0%
Private Equity	0.2%
Option	-0.0%

Sector Allocation²



Financials	14.9%
Consumer Discretionary	13.3%
Health Care	12.6%
Industrials	11.9%
Information Technology	10.9%
Communication Services	7.8%
Utilities	7.1%
Materials	6.4%
Consumer Staples	5.9%
Real Estate	3.5%
Telecommunication Services	3.4%
Energy	2.3%

Geographic Allocation³



Canada	74.1%
United States	25.9%