



## Income Share Class (TCG534)

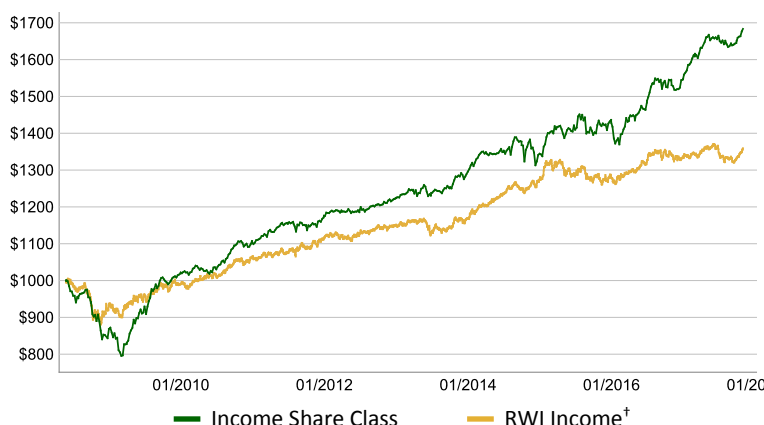
Actively Managed

Reporting as of October 31, 2017

### Investment Objective

The investment objective of the CFG Custom Portfolio Corporation, Income Share Class (the "Class") is to generate a stable stream of income and maintain moderate, reliable capital growth by investing in a portfolio that is well-diversified across the major sectors and asset classes of the Canadian and, as appropriate, U.S. and international financial markets.

### Growth of \$1000

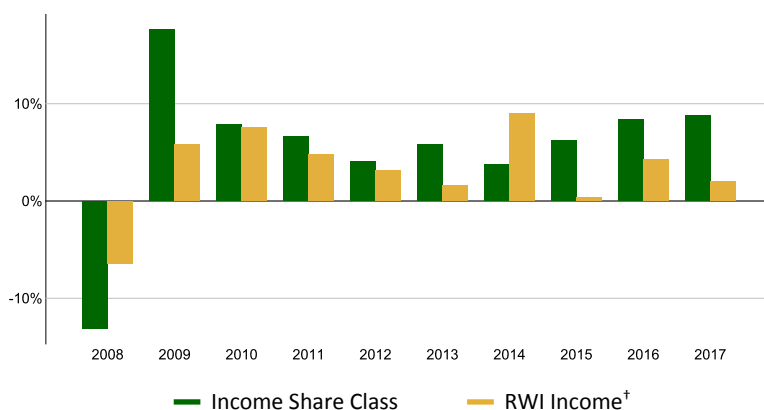


### Key Statistics

	1 M	3 M	6 M	1 Y	3 Y*	5 Y*	SI*
Returns	1.96%	2.35%	1.36%	8.96%	7.28%	6.76%	5.68%
	1.95%	2.89%	-0.13%	1.07%	2.79%	3.44%	3.31%
Sharpe Ratio	11.00	3.13	0.82	2.29	1.20	1.20	0.88
	8.73	3.24	-0.38	0.02	0.49	0.70	0.50
Maximum	0.00%	-1.02%	-1.97%	-1.97%	-5.59%	-5.59%	-20.45%
Drawdown	-0.20%	-1.17%	-3.63%	-3.63%	-5.05%	-5.05%	-12.36%

\*Annualized returns  
Inception date May 31, 2008

### Annual Returns



### Key Data

AUM (Mn CAD)	\$65.96
NAV/Share	\$12.00
Total Portfolio Holdings	55
FundServ codes	TCG534
Cost and Fees <sup>1</sup>	0.70%
Initial purchase	\$500
Additional purchase	\$100
Distribution	Annual
Benchmark <sup>†</sup>	Real World Index – Income

### Top 10 Holdings

Security	Weight
ISHARES 20+ YEAR TREASURY BOND	6.13%
ISHARES S&P/TSX CDN PFD	5.52%
PREMIUM INCOME CORP -PFD-	4.90%
FINANCIAL 15 SPLIT CORP PFD	4.82%
BMO LADDERED PREFERRED SHARE	4.06%
ALGONQUIN POWER & UTILITIES CORP	3.33%
CHARTWELL RETIREMENT RESIDENCE	3.13%
ALIMENTATION COUCHE-TARD CL.B	2.97%
PIZZA PIZZA ROYALTY CORP	2.89%
CSUCN FLOAT 03/31/40	2.83%

### Standard Deviation

Period	Income Share Class	RWI I <sup>†</sup>
Since Inception	5.72%	3.89%
3 years	5.41%	3.15%
5 years	5.06%	2.98%

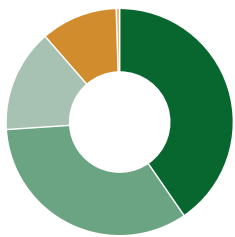
### Annual Returns

Period	Income Share Class	RWI I <sup>†</sup>
2017	8.80%	1.98%
2016	8.37%	4.30%
2015	6.21%	0.31%
2014	3.76%	8.97%
2013	5.86%	1.55%
2012	4.07%	3.14%
2011	6.67%	4.80%
2010	7.91%	7.53%
2009	17.64%	5.84%
2008	-13.15%	-6.39%

## Investment Strategy

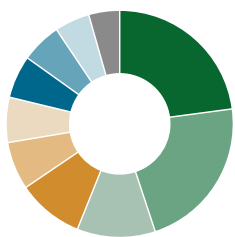
To achieve the stated objectives, the Investment Committee (IRC) may invest the Class in cash equivalents, bonds, convertible debentures, preferred shares, income trusts, real estate investment trusts, dividend paying common shares, income producing exchange traded funds and stable equities with low systematic risk. To optimize the Class portfolio for current market conditions, the IRC may change asset, sector and geographic allocations, as well as tactical approach and investment style. Tactically, the IRC may sell covered call options on securities held directly in the Class portfolio or that can be acquired through various derivative strategies, buy puts to hedge against downside market movements, write cash-secured puts to acquire shares, or buy calls as a stock replacement strategy. The Class may also utilize leverage to a maximum of 20% in aggregate (at the time of incurring leverage) of the portfolio's asset value.

## Asset Allocation<sup>2</sup>



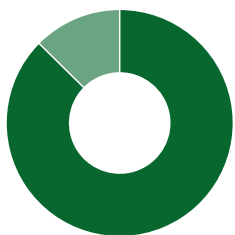
Equity	40.6%
Preferred	33.7%
Bonds & Debentures	14.7%
Cash	11.0%
Private Equity	0.5%
Option	-0.5%

## Sector Allocation<sup>3</sup>



Real Estate	22.9%
Consumer Discretionary	22.0%
Financials	11.2%
Industrials	9.4%
Utilities	6.8%
Health Care	6.4%
Consumer Staples	6.1%
Telecommunication Services	5.7%
Energy	5.0%
Information Technology	4.4%

## Geographic Allocation<sup>4</sup>



Canada	87.4%
United States	12.6%

## Who can purchase the pool?

Pools may be purchased by licensed Portfolio Managers and accredited investors only.

## Liquidity

The Class is available for withdrawal and is not subject to any deferred sales charges. Transactions in the Class occur only when the net asset value (NAV) is calculated at the close of every Wednesday and last business day of each month and quarter.

## Suitability and Risk Profile

Financial markets can be risky over short periods. Longer term investors benefit from time, which tempers the effects of market volatility. A longer time horizon reduces the chances of losing money and enhances the odds of earning a return close to the longterm average.

## Disclaimer and Notes

<sup>1</sup>Includes 25 bps management fee and an estimated 45 bps direct pool expenses. For further information please refer to the CFG Custom Portfolio Corporation Financials, available from [www.croftgroup.com](http://www.croftgroup.com).

<sup>2</sup>Asset Allocation – CAD actual, marked to market as of close on the date quoted

<sup>3</sup>Sector Allocation – CAD notional, including option exposures with cash adjusted to total 100%

<sup>4</sup>Geographic Allocation – CAD notional, including option exposures with cash adjusted to total 100%

Portfolio management services provided by R. N. Croft Financial Group Inc. Performance is not guaranteed. Portfolio values change frequently, and past performance may not be repeated. Performance is based on actual returns net of embedded management, operating fees and transaction costs, but are not adjusted for any account or relationship manager fees. Portfolio returns are net of all withholding taxes. Performance data have not been audited and are for illustrative purposes only. R. N. Croft Financial Group Inc. is a licensed Portfolio Manager and Investment Fund Manager serving individual and institutional clients throughout Canada. Valuations and performance results are reported in Canadian dollars. Additional information regarding calculating and reporting performance is available upon request. Please contact R. N. Croft Financial Group Inc., 218 Steeles Ave. East, Thornhill, ON L3T 1A6, Telephone: 905-695-7777 or Toll-free: 1-877-289-2884.