



## Conservative Mandate

CFG Model Portfolio

Reporting as of December 29, 2017

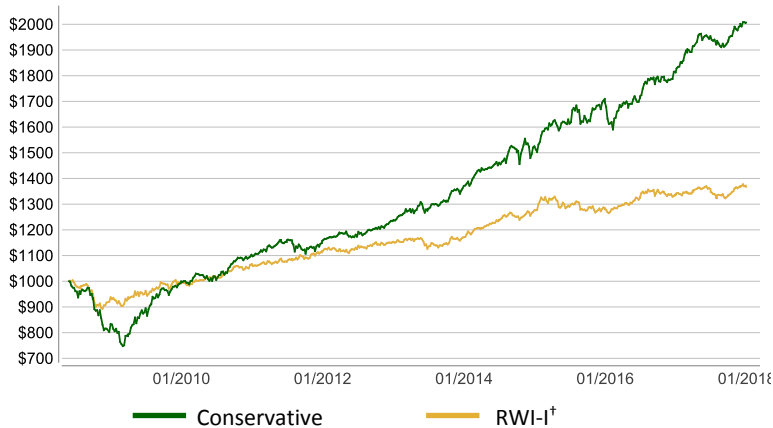
### Portfolio Description

The **Conservative Mandate** seeks to generate above average cash flow that will appeal to investors who are making regular withdrawals from their portfolio. Cash flow is generated by a direct investment in covered calls, exposure to yield-bearing assets (such as bonds, preferred shares and REITs) via the Income Share Class and exposure to higher-risk, growth-oriented assets via the Equity Share Class.

### Investment Objective

The objective of the **Conservative Mandate** is to achieve better risk-adjusted returns than a passive, low-cost, diversified portfolio benchmark (The Real World Income Index). The **Conservative Mandate** aims to achieve this objective by holding in client accounts two Share Classes in target proportions of 70% Income Share Class and 30% 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](http://www.croftgroup.com).

### Growth of \$1000



### Key Statistics

	1 M	3 M	6 M	1 Y	3 Y*	5 Y*	SI*
Returns	0.26%	3.55%	3.07%	10.71%	9.60%	10.18%	7.54%
	-0.22%	2.37%	1.48%	2.40%	2.33%	3.47%	3.32%
Sharpe Ratio	0.79	3.65	1.53	2.41	1.46	1.57	0.96
	-1.21	2.80	0.47	0.38	0.39	0.73	0.60
Maximum Drawdown	-0.50%	-0.70%	-1.84%	-2.64%	-6.93%	-6.93%	-25.22%
	-0.73%	-0.73%	-1.81%	-3.40%	-4.79%	-4.79%	-11.06%

■ Conservative Mandate ■ RWI-I<sup>†</sup>

\*Annualized returns  
Inception date May 31, 2008

### Portfolio

Symbol	Security	Weight
TCG534	Income Share Class	70%
TCG531	Equity Share Class	30%
Distribution		Monthly
Benchmark <sup>†</sup>		Real World Index – Income

### Top 10 Holdings (effective)

Security	Weight
ISHARES 20+ YEAR TREASURY BOND	4.06%
ISHARES S&P/TSX CDN PFD	3.72%
PREMIUM INCOME CORP -PFD-	3.31%
FINANCIAL 15 SPLIT CORP PFD	3.24%
BMO LADDERED PREFERRED SHARE	2.74%
ALGONQUIN POWER & UTILITIES CORP	2.28%
CHARTWELL RETIREMENT RESIDENCE	2.23%
CSUCN FLOAT 03/31/40	1.95%
CANADIAN NATIONAL RAILWAY	1.93%
TRICON CAPITAL GROUP INC.	1.89%

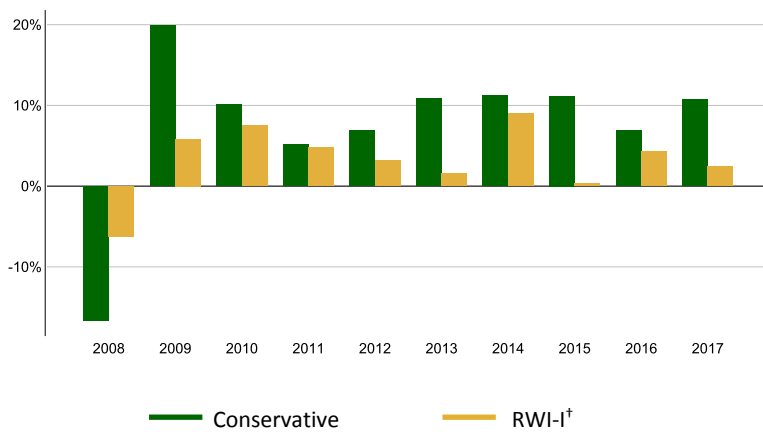
### Annual Returns

Period	Conservative Mandate	RWI-I <sup>†</sup>
2017	10.71%	2.40%
2016	6.93%	4.30%
2015	11.16%	0.31%
2014	11.26%	8.97%
2013	10.84%	1.55%
2012	6.90%	3.14%
2011	5.16%	4.80%
2010	10.09%	7.53%
2009	19.92%	5.84%
2008	-16.68%	-6.25%

### Standard Deviation

Period	Conservative Mandate	RWI-I <sup>†</sup>
Since Inception	7.03%	4.30%
3 years	5.73%	3.85%
5 years	5.79%	3.71%

### Annual Returns



### Disclaimer and Notes

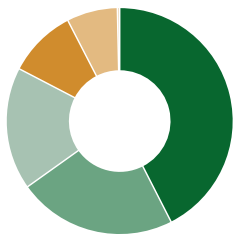
<sup>1</sup> Asset Allocation – CAD actual, marked to market as of close on the date quoted

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

<sup>3</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 the actual historical returns of the underlying pools, which are net of embedded management fees, operating fees, transaction costs and all withholding taxes, but are not adjusted for any account or relationship manager fees. The inception date is the inception date of the underlying pooled funds. Performance data have not been audited and are for illustrative purposes only. The results presented are not those of an actual performance record, as no client accounts held the underlying securities in the specific proportions of this mandate. The results are based on simulated or hypothetical performance results that have certain inherent limitations, including the fact that they are designed with the benefit of hindsight. 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., 801-251 Consumers Road, Toronto, ON M2J 4R3, Telephone: 905-695-7777 or Toll-free: 1-877-249-2884.

### Asset Allocation<sup>1</sup>



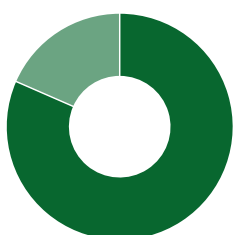
Equity	42.8%
Preferred	22.8%
Cash	17.6%
Bonds & Debentures	9.9%
Real Estate	7.3%
Private Equity	0.3%
Option	-0.8%

### Sector Allocation<sup>2</sup>



Consumer Discretionary	15.9%
Industrials	15.8%
Real Estate	15.5%
Information Technology	13.5%
Financials	7.7%
Health Care	7.2%
Consumer Staples	7.1%
Materials	6.5%
Energy	6.1%
Utilities	4.8%

### Geographic Allocation<sup>3</sup>



Canada	81.5%
United States	18.5%