



Enhanced Conservative Income Mandate

CFG Model Portfolio

Reporting as of December 31, 2020

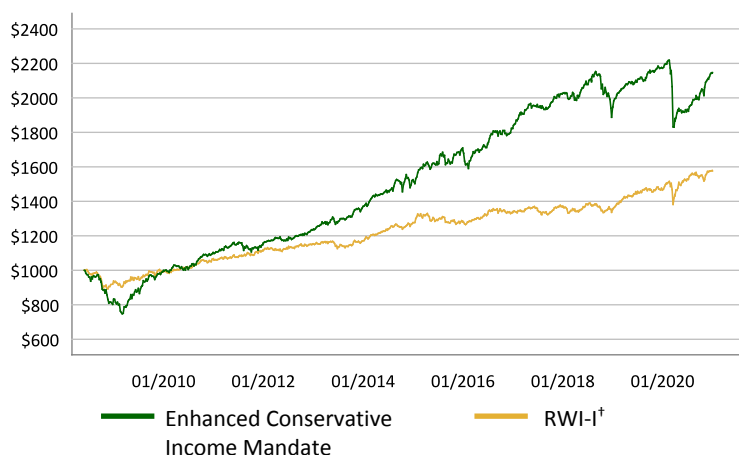
Portfolio Description

The **Enhanced Conservative Income 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 yield-bearing assets (such as bonds, preferred shares and REITs) via the Income Share Class, as well as exposure to balanced growth and capital preservation strategies such covered calls, collars and option spreads via the Alternative Strategies Share Class, and exposure to higher-risk, growth-oriented assets via the Equity Share Class.

Investment Objective

The objective of the **Enhanced Conservative Income Mandate** is to achieve better risk-adjusted returns than a passive, low-cost, diversified portfolio benchmark (The Real World Income Index). The **Enhanced Conservative Income Mandate** aims to achieve this objective by holding in client accounts three Share Classes in target proportions of 70% Income Share Class, 10% Equity Share Class and 20% Alternative Strategies 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*	10 Y*	SI*
Returns	1.60%	6.02%	11.08%	-1.17%	1.96%	4.84%	6.92%	6.26%
	0.28%	2.00%	3.09%	7.58%	4.85%	4.25%	3.98%	3.68%
Sharpe Ratio	5.40	3.67	3.54	-0.11	0.03	0.40	0.81	0.65
	2.03	1.44	1.16	0.71	0.48	0.52	0.66	0.56
Maximum Drawdown	-0.22%	-1.81%	-1.81%	-17.47%	-17.47%	-17.47%	-17.47%	-25.22%
	-0.13%	-2.18%	-3.12%	-8.77%	-8.77%	-8.77%	-8.77%	-11.06%

*Annualized returns

Inception date May 31, 2008 as 70% TCG534 and 30% TCG531

TCG539 Option Writing introduced January 2, 2017 as a 15% allocation with an additional 5% TCG534 replacing allocation to TCG531

Portfolio

Symbol	Security	Weight
TCG534	Income Share Class	70%
TCG531	Equity Share Class	10%
TCG538*	Alternative Strategies Share Class	20%
Distribution		Monthly
Benchmark [†]		Real World Index – Income

*Introduced January 2020 as a 20% allocation replacing 15% TCG539 and 5% TCG534

Top 10 Holdings (effective)

Security	Weight
REIUCN 3.746 05/30/22	5.04%
TD 2.045 03/08/21	4.87%
RY 2.03 03/15/21	4.87%
RCICN 5.34 03/22/21	4.28%
SAPCN 2.196 06/23/21	4.28%
QQQ US 01/20/23 C300	3.24%
CSUCN FLOAT 03/31/40	3.05%
AFNCN 4 1/2 12/31/22	2.68%
WPT INDUSTRIAL REAL ESTATE INV	2.13%
PLCCN 5 3/4 12/31/25	2.09%

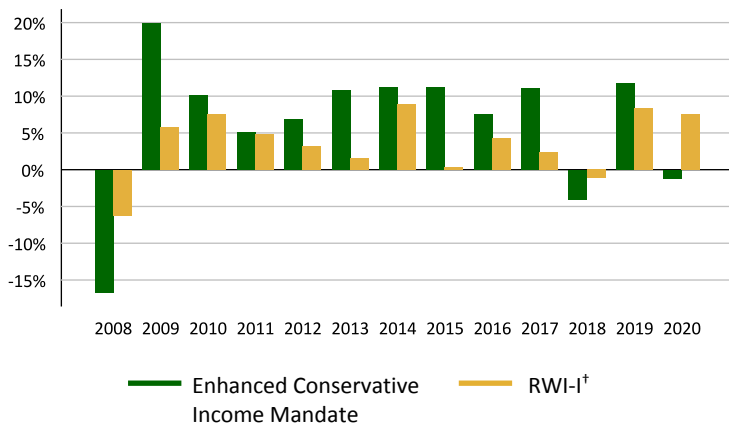
Annual Returns

Period	Enhanced Conservative	RWI-I [†]
2020	-1.17%	7.58%
2019	11.79%	8.40%
2018	-4.04%	-1.11%
2017	11.12%	2.40%
2016	7.50%	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%

Standard Deviation

Period	Enhanced	RWI-I [†]
Since Inception	7.47%	4.65%
3 years	8.69%	5.56%
5 years	7.40%	4.74%
10 years	6.61%	4.28%

Annual Returns



Disclaimer and Notes

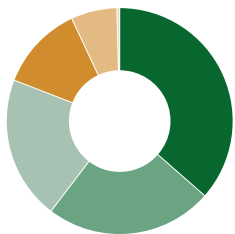
¹ Asset Allocation – CAD actual, marked to market as of close on the date quoted

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

³Geographic Allocation – CAD actual, marked to market as of close on the date quoted

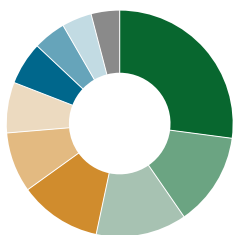
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Asset Allocation¹



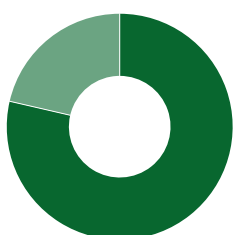
Bonds & Debentures	36.5%
Equity	23.9%
Cash	20.5%
Preferred	12.2%
Option	6.6%
Private Equity	0.4%

Sector Allocation²



Financials	27.2%
Real Estate	13.3%
Information Technology	13.0%
Communication Services	11.8%
Consumer Discretionary	8.6%
Industrials	7.2%
Utilities	6.1%
Health Care	4.7%
Energy	4.3%
Materials	4.1%
Consumer Staples	-0.3%

Geographic Allocation³



Canada	78.6%
United States	21.4%