# Leith Wheeler Emerging Markets Equity Fund

ANNUAL MANAGEMENT REPORT OF FUND PERFORMANCE December 31, 2021



This annual management report of fund performance contains financial highlights, but does not contain complete annual financial statements of the investment fund. You can get a copy of the annual financial statements at your request, and at no cost, by calling 1-888-292-1122, by writing to us at 1500 – 400 Burrard Street, Vancouver, BC V6C 3A6 or by visiting our website at www.leithwheeler.com 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**

## **Investment Objective and Strategies**

To provide investors with long term capital appreciation and consistent income from dividends by investing primarily in common stocks of large and mid-cap companies based in emerging market countries as listed on the Morgan Stanley Capital International Emerging Markets Index (the "MSCI Emerging Markets Index"). The Fund may also invest in companies located in Singapore, Hong Kong, and any country listed on the Morgan Stanley Capital International Frontier Markets Index. The Emerging Markets Equity Fund is sub-advised by Barrow, Hanley, Mewhinney & Strauss, LLC of Dallas, Texas.

The Fund will pursue a value-oriented strategy by constructing a portfolio of individual stocks, selected on a bottom-up basis, generally reflecting the following characteristics: price/earnings (on normalized earnings), price to book, enterprise value to free cash flow and enterprise value to sales ratios below the market, and dividend yield above the market. The Fund will principally be invested with full foreign currency exposure (i.e. un-hedged).

#### Risk

The overall risks of investing in the Fund are as described in the Simplified Prospectus. There were no material changes to the Fund during the year that affected the overall level of risk.

## **Results of Operations**

The Fund's net assets were decreased by 0.5% in 2021, to \$81.3 million from \$81.7 million at the end of 2020. Of this change, \$3.2 million was attributable to positive investment performance and \$3.6 million attributable to net outflows from unitholders.

For the year ended December 31st, 2021, the Emerging Markets Fund Series A increased by +3.8% before fees, Series B increased by +2.1% after fees and expenses, and Series F increased by +2.4% after fees and expenses. The MSCI Emerging Markets – Net (C\$) Index decreased -3.2% over the same period.

The Fund outperformed the MSCI Emerging Market Index in the first quarter, driven by effective stock selection across most sectors. Allocations to more cyclically related companies, which the market favored, was also as a contributor to performance.

In the first quarter, we lessened the weighting in the Consumer Discretionary sector by reducing your exposure to autos on the back of strong relative performance. We also reduced your weighting in the Communication Services sector. We saw more defensive areas of the market to be attractively valued and increased your weighting to the Utilities and Consumer Staples sectors, with new positions in both sectors.

After leading the MSCI Emerging Market Index for the majority of the second quarter, the market's abrupt shift to favouring growth stocks – with the MSCI EM Growth Index outpacing the MSCI EM Value Index by more than 2% the last three weeks of June - proved challenging to the relative performance of the Emerging Markets Fund. For the second quarter, it slightly underperformed the MSCI Emerging Market Index but remained ahead year-to-date.

Emerging Markets performance varied by country. Some markets rebounded as re-opening continued and higher commodity prices were helped to precipitate economic recoveries, whereas other markets suffered from a resurgent COVID-19 wave. Our outlook remained broadly the same, in that as the rollout of COVID-19 vaccinations progressed and economic activity resumed, it would continue to be positive for corporate profits in the Emerging Markets.

In the third quarter, the Fund posted strong returns, outperforming the MSCI Emerging Markets Index by about 6%. Strong relative performance was driven by avoiding Chinese Consumer Discretionary names combined with effective selection within Chinese Utilities. Additionally, effective selection in the Financials, Communication Services, Utilities and Real Estate sectors added to relative performance. Adding further to relative performance was the strategy's overweight to the Financials and Utilities sectors combined with an underweight to Consumer Discretionary and Communication Services sectors. Challenging stock selection within the Consumer Staples was a modest offset to the strong performance.

The Fund underperformed the MSCI Emerging Markets Index in the fourth quarter, largely driven by an underweight to the Information Technology sector, the best performing sector, which detracted more than 1.3% of relative performance. The overweight to the Real Estate sector, the second worst performing sector, also detracted approximately 0.5% to relative performance. The strategy's underweight to the Health Care sector and effective selection within the Real Estate, Materials, Health Care, Communication Services and Consumer Discretionary sectors added to relative returns.

For the year, the Fund posted meaningful gains, outpacing the MSCI Emerging Markets Index by approximately 7%. Strong stock selection in eight of the eleven sectors was the primary driver to excess returns with Consumer Discretionary, Real Estate, Utilities and Financials

## **Management Discussion of Fund Performance (cont.)**

## Results of Operations (cont.)

stocks being significant contributors. The strategy's underweight to the Information Technology sector and overweight to the Real Estate sector was a headwind for the strategy.

Our philosophy seeks companies that offer a unique combination of value and change potential that will return companies' stock prices to their respective fair value. The result is a portfolio that trades at a discount to the market, has a higher than market yield, and has improving fundamentals that underpin its ability to grow earnings.

## **Recent Developments**

The MSCI Emerging Markets Index (C\$) was down -1.4% in January 2022.

In February 2022, events concerning Russia and Ukraine have resulted in sanctions being levied against Russian interests by numerous countries. As a result of this ongoing situation, the price and liquidity of securities of issuers connected to Russia have declined significantly. The duration and extent of the impact of this situation remain unclear at this time. As at December 31, 2021, Leith Wheeler Emerging Markets Equity Fund had direct exposure to Russian securities, which represented 2.9% of the net asset value of the fund. These securities have subsequently been written down to nil due to the inability to trade them. The Manager is actively monitoring the situation.

## **Related Party Transactions**

Leith Wheeler Investment Counsel Ltd. (the "Manager") is the manager and portfolio advisor of the Fund and is responsible for the Fund's day-to-day operations. The Fund pays the Manager a management fee as compensation for managing the investment portfolio of the Fund.

## Management Fees

The Manager provides the Fund with investment management services, including fund accounting and unitholder record keeping. In return, the Manager receives a management fee based on the net assets of the Fund, calculated on a daily basis. The annualized management fee for the Series B and Series F units of the Fund are 1.55% and 1.25%, respectively. During the year, the Fund paid the Manager \$3,419 for Series B and \$620 for Series F (exclusive of GST/HST) of its net assets as management fees. In addition, the Fund will reimburse the Manager for operating costs incurred in administering the Fund of up to 0.30%. The Manager paid all operating expenses in excess of 0.30% except brokerage commissions, transaction charges and taxes. In respect of Series A units, the unitholder pays the Manager a negotiated management fee outside the Fund.

We do not directly or indirectly pay fees, sales commissions or trailing commissions, nor do we provide any non-monetary benefits to registered dealers for distributions of units of the Fund. If a broker charges you a commission or fee, that is a matter between you and the dealer.

# **Financial Highlights**

# The Fund's Net Assets Attributable to Holders of Redeemable Units per Unit

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 past five years or for the periods since inception. This information is derived from the Fund's audited annual financial statements.

Series A (inception May 19, 2017)	2021	2020	2019	2018	2017
Net assets attributable to holders of redeemable units - per unit, beginning of year $^{(1)(3)}$	\$10.85	\$10.87	\$10.21	\$10.70	\$10.00
Increase (decrease) from operations:					
Total revenue	0.43	0.29	0.34	0.34	0.13
Total expenses	-	-	-	-	-
Realized gains (losses) for the year	0.90	0.25	0.10	0.11	(0.06)
Unrealized gains (losses) for the year	(0.90)	0.19	0.77	(0.56)	1.32
Total increase (decrease) from operations <sup>(1)</sup>	0.43	0.73	1.21	(0.11)	1.39
Distributions:					
From income (excluding dividends)	-	-	-	-	-
From dividends	(0.44)	(0.29)	(0.33)	(0.30)	(0.06)
From capital gains	(0.94)	(0.40)	(0.11)	-	-
Return of capital	-	-	-	-	-
Total Annual Distributions <sup>(2)</sup>	(1.38)	(0.69)	(0.44)	(0.30)	(0.06)
Net assets attributable to holders of redeemable units - per unit, end of year $^{(1)}$	\$9.89	\$10.85	\$10.87	\$10.21	\$10.70
Series B (inception May 19, 2017)	2021	2020	2019	2018	2017
Net assets attributable to holders of redeemable units - per unit, beginning of year $^{(1)(3)}$	\$10.62	\$10.85	\$10.19	\$10.67	\$10.00
Increase (decrease) from operations:					
Total revenue	0.60	0.86	0.32	2.21	0.11
Total expenses	(0.18)	(0.17)	(0.19)	(0.19)	(0.10)
Realized gains (losses) for the year	1.25	0.74	0.10	0.74	(0.05)
Unrealized gains (losses) for the year	(1.25)	0.54	0.74	(3.69)	1.08
Total increase (decrease) from operations <sup>(1)</sup>	0.42	1.97	0.97	(0.93)	1.04
Distributions:					
From income (excluding dividends)	-	-	-	-	-
From dividends	(0.27)	(0.33)	(0.16)	(0.11)	(0.04)
From capital gains	(0.92)	(0.39)	(0.11)	-	-
Return of capital	-	-	-	-	-
Total Annual Distributions <sup>(2)</sup>	(1.19)	(0.72)	(0.27)	(0.11)	(0.04)
Net assets attributable to holders of redeemable units - per unit, end of year (1)	\$9.66	\$10.62	\$10.85	\$10.19	\$10.67

# **Financial Highlights (cont.)**

The Fund's Net Assets Attributable to Holders of Redeemable Units per Unit (cont.)

Series F (inception May 19, 2017)	2021	2020	2019	2018	2017
Net assets attributable to holders of redeemable units - per unit, beginning of year (1) (3)	\$10.73	\$10.91	\$10.23	\$10.70	\$10.00
Increase (decrease) from operations:					
Total revenue	0.23	0.33	0.23	0.88	0.07
Total expenses	(0.15)	(0.07)	-	-	-
Realized gains (losses) for the year	0.47	0.29	0.07	0.30	(0.03)
Unrealized gains (losses) for the year	(0.47)	0.21	0.54	(1.48)	0.68
Total increase (decrease) from operations <sup>(1)</sup>	0.08	0.76	0.84	(0.30)	0.72
Distributions:					
From income (excluding dividends)	-	-	-	-	-
From dividends	(0.29)	(0.33)	(0.18)	(0.14)	(0.02)
From capital gains	(0.93)	(0.40)	(0.11)	-	-
Return of capital	-	-	-	-	-
Total Annual Distributions <sup>(2)</sup>	(1.22)	(0.73)	(0.29)	(0.14)	(0.02)
Net assets attributable to holders of redeemable units - per unit, end of year (1)	\$9.77	\$10.73	\$10.91	\$10.23	\$10.70

<sup>(1)</sup> Net assets attributable to holders of redeemable units 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.

<sup>(2)</sup> Distributions are reinvested in additional units of the Fund or paid in cash.

<sup>(3)</sup> From May 19, 2017, inception date of Series A, B and F units of the Fund.

# **Financial Highlights (cont.)**

## **Ratios and Supplemental Data**

Series A (inception May 19, 2017)	2021	2020	2019	2018	2017
Total net assets attributable to holders of redeemable units (\$000s) (1)	81,031	81,394	75,859	53,990	26,211
Number of units outstanding (000s) (1)	8,189	7,502	6,981	5,287	2,449
Management expense ratio (%) <sup>(2)</sup>	-	-	-	-	-
Management expense ratio before waivers or absorptions (%)	0.13	0.15	0.05	0.11	0.05
Trading expense ratio (%) <sup>(3)</sup>	0.09	0.15	0.22	0.30	0.25
Portfolio turnover rate (%) <sup>(4)</sup>	56.50	62.33	56.30	49.32	6.81
Net assets attributable to holders of redeemable units - per unit (\$)	9.89	10.85	10.87	10.21	10.70

Series B (inception May 19, 2017)	2021	2020	2019	2018	2017
Total net assets attributable to holders of redeemable units (\$000s) (1)	224	285	145	112	22
Number of units outstanding (000s) <sup>(1)</sup>	23	27	13	11	2
Management expense ratio (%) <sup>(2)</sup>	1.65	1.68	1.68	1.63	1.63
Management expense ratio before waivers or absorptions (%)	1.78	1.83	1.73	1.74	1.68
Trading expense ratio (%) <sup>(3)</sup>	0.09	0.15	0.22	0.30	0.25
Portfolio turnover rate (%) <sup>(4)</sup>	56.50	62.33	56.30	49.32	6.81
Net assets attributable to holders of redeemable units - per unit (\$)	9.66	10.62	10.85	10.19	10.67

Series F (inception May 19, 2017)	2021	2020	2019	2018	2017
Total net assets attributable to holders of redeemable units (\$000s) (1)	52	38	17	10	11
Number of units outstanding (000s) <sup>(1)</sup>	5	4	2	1	1
Management expense ratio (%) <sup>(2)</sup>	1.34	1.34	1.31	1.31	1.31
Management expense ratio before waivers or absorptions (%)	1.47	1.49	1.36	1.42	1.37
Trading expense ratio (%) <sup>(3)</sup>	0.09	0.15	0.22	0.30	0.25
Portfolio turnover rate (%) <sup>(4)</sup>	56.50	62.33	56.30	49.32	6.81
Net assets attributable to holders of redeemable units - per unit (\$)	9.77	10.73	10.91	10.23	10.70

<sup>(1)</sup> This information is provided as at December 31 of the year shown; unless noted otherwise.

<sup>(2)</sup> Management expense ratio is based on total expenses (excluding commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of the daily average net asset value during the period.

<sup>(3)</sup> 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.

<sup>(4)</sup> The Fund's portfolio turnover rate indicates how actively the Fund's portfolio adviser 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.

### **Past Performance**

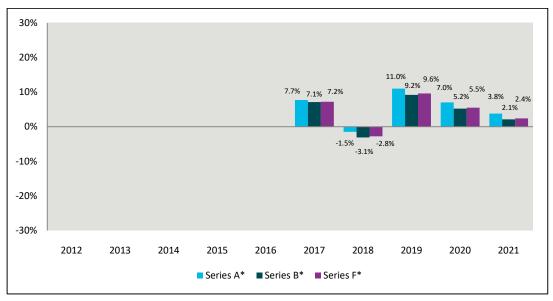
#### General

The Fund's performance assumes all distributions made by the Fund in the years shown were reinvested in units of the Fund and is based on net asset value per unit. If you hold the Fund outside a Registered Plan, you will be taxed on these distributions.

The performance information does not take into account sales charges, other charges or taxes that, if applicable, would have reduced returns or performance; but includes management fees and other expenses borne directly by the Fund. Past performance does not necessarily indicate how the Fund may perform in the future.

## Year-by-Year Returns

The following bar chart shows the Fund's historical return, which changes each year 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 year would have grown or decreased by the last day of each year.



<sup>\*</sup> Series A, Series B and Series F units were created on May 19, 2017. Performance start date is August 28, 2017, which is the date of first unitholder contribution to the Series. Returns from August 28, 2017 to December 31, 2017, not annualized.

## **Annual Compound Returns**

The following table compares the historical annual compound return of the Fund (before fees for Series A and after fees for Series B and F) with the MSCI Emerging Markets Index, in each case for the year ended December 31, 2021. The MSCI Emerging Markets Index measures the total return attributable to large and mid-cap securities across 23 emerging markets countries and covers approximately 85% of the capitalization in each country. A discussion of the performance of the Fund as compared to this broad-based index is found in the Results of Operations section of this document.

For the Years ended December 31	1 Year	3 Years	5 Years	10 Years
Fund – Series A *	3.8%	7.2%	n/a	n/a
Benchmark	-3.2%	8.2%	n/a	n/a
Fund – Series B *	2.1%	5.5%	n/a	n/a
Benchmark	-3.2%	8.2%	n/a	n/a
Fund – Series F *	2.4%	5.8%	n/a	n/a
Benchmark	-3.2%	8.2%	n/a	n/a

<sup>\*</sup> Series A, B and F units were created May 19, 2017. Performance start date is August 28, 2017, which is the date of first unitholder contribution to the Series.

## **Summary of Investment Portfolio**

As at December 31, 2021

## **Top 25 Positions**

#### % of Net Issuer Asset Value Cash & Other Net Assets 2.8% Industrial & Commercial Bank of China Ltd 2.4% **Emaar Properties PJSC** 2.4% PTT Exploration & Production PCL 2.4% Grupo Financiero Banorte SAB de CV 2.3% Genting Malaysia Bhd 2.3% Astra International Tbk PT 2.1% Fibra Uno Administracion SA 2.1% Cathay Financial Holding Co Ltd 2.1% Ayala Land Inc 2.1% Hongkong Land Holdings Ltd 2.0% **CLP Holdings Ltd** 2.0% Sun TV Network Ltd 2.0% Bank Mandiri Persero Tbk PT 2.0% **BOC Hong Kong Holdings Ltd** 1.9% Telkom Indonesia Persero Tbk PT 1.8% Vodacom Group Ltd 1.8% Bancolombia SA 1.8% Cia Energetica de Minas Gerais 1.8% General Interface Solution Holding Ltd 1.8% Shinhan Financial Group Co Ltd 1.8% Bizlink Holding Inc 1.7% SJM Holdings Ltd 1.7% **BDO** Unibank Inc 1.7% Gold Fields Ltd 1.7%

#### Portfolio Allocation

Portfolio Breakdown	% of Net Asset Value
China	18.8%
South Korea	10.0%
South Africa	8.2%
Hong Kong	7.2%
Taiwan	7.2%
Brazil	5.9%
Indonesia	5.9%
Mexico	5.9%
India	5.5%
Philippines	3.8%
Thailand	3.8%
Russian Federation	2.9%
Cash & Other Net Assets	2.8%
Columbia	2.7%
United Arab Emirates	2.4%
Malaysia	2.3%
Greece	1.7%
Macao	1.7%
Vietnam	1.3%

The Fund held no short positions as at December 31, 2021.

The Summary of Investment Portfolio may change due to ongoing portfolio transactions of the Fund and a quarterly update is available at www.leithwheeler.com.