# **Leith Wheeler Money Market 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 an improved rate of return for short-term investments, while preserving the value of your investment. The Fund invests in high quality government and corporate securities maturing within one year and rated R1 or higher by the Dominion Bond Rating Service.

The Fund is designed for investors who desire safety of capital with a high degree of liquidity. Typical investments in the Fund would be Government of Canada and Provincial Treasury Bills ("T-Bills"), Bankers' Acceptances, and Corporate Paper.

#### 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 decreased by 35.6% in 2021 to \$189.2 million from \$293.7 million at the end of 2020. Of this change, \$0.4 million was attributed to positive investment performance and \$104.9 million to net outflows from unitholders.

For the year ended December 31st, 2021, Series A of the Money Market Fund returned +0.2% before fees and expenses compared to the FTSE Canada 91 Day T-Bill Index total return of +0.2%. After fees and expenses, Series B returned +0.1%.

The Leith Wheeler Money Market Fund aims to provide investors with an improved rate of return for short term investments while preserving capital. The strategy buys and owns a range of securities with a term-to-maturity of 5 months or less. Often the securities will be held until maturity. As a matter of interest, the FTSE benchmark methodology is to own the on-the-run 3-month T-bill for about two weeks, then repeatedly roll that bill into the next on-the-run 3-month T-bill. In practice, the two approaches don't always yield the same total return, especially after factoring in transaction costs and extra carry on provincial and corporate issues.

In order to establish a core strategic view for the Fund, we examine key economic indicators and seek to determine what stage we are at in the business cycle in order to forecast the likely direction and ranges of interest rates. Within each sector, our individual decisions on credit are based on a bottom-up analysis of the fundamentals of the business and industry in which the company operates.

The Fund has the capacity to invest in both corporate and provincial issues. As of December 31, 2021, the Fund held 21.1% of its securities in Government of Canada T-Bills, 38.5% in Provincial T-Bills, 41.0% in Bankers' Acceptance (financial companies), and -0.6% in cash. The Fund continues to provide high liquidity and preservation of capital.

#### **Recent Developments**

In January 2022, the Bank of Canada kept the overnight rate at 0.25%.

#### **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 units of the Fund is 0.60%. During the year, the Fund paid the Manager net of fee reduction, \$14,217 (exclusive of GST/HST) of its net assets as management fees. The Fund does not reimburse the Manager for operating costs incurred in administering the Fund. The Manager paid all operating expenses 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.

In response to several interest rate cuts by the Bank of Canada, Leith Wheeler temporarily reduced the fee on its Money Market Fund from 0.60% to 0.15% to help maintain a positive yield for investors. This reduction was effective June 1st, 2020. The amount of this waiver is determined by us, in our discretion, and the full fees may be restored by us at any time.

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	2021	2020	2019	2018	2017
Net assets attributable to holders of redeemable units - per unit, beginning of year (1) (3)	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Increase (decrease) from operations:					
Total revenue	0.02	0.06	0.22	0.15	0.08
Total expenses	-	-	-	-	-
Realized gains (losses) for the year/period	-	-	-	-	-
Unrealized gains (losses) for the year/period	-	-	-	-	-
Total increase (decrease) from operations <sup>(1)</sup>	0.02	0.06	0.22	0.15	0.08
Distributions:					
From income (excluding dividends)	(0.02)	(0.07)	(0.18)	(0.15)	(0.08)
From dividends	-	-	-	-	-
From capital gains	-	-	-	-	-
Return of capital	-	-	-	-	-
Total Annual Distributions <sup>(2)</sup>	(0.02)	(0.07)	(0.18)	(0.15)	(0.08)
Net assets attributable to holders of redeemable units - per unit, end of year (1)	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00

Series B	2021	2020	2019	2018	2017
Net assets attributable to holders of redeemable units - per unit, beginning of year (1)	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Increase (decrease) from operations:					
Total revenue	-	0.04	0.07	0.15	0.08
Total expenses	-	(0.01)	(0.01)	(0.03)	(0.02)
Realized gains (losses) for the year/period	-	-	-	-	-
Unrealized gains (losses) for the year/period	-	-	-	-	-
Total increase (decrease) from operations <sup>(1)</sup>	-	0.03	0.06	0.12	0.06
Distributions:					
From income (excluding dividends)	-	(0.05)	(0.15)	(0.12)	(0.05)
From dividends	-	-	-	-	-
From capital gains	-	-	-	-	-
Return of capital	-	-	-	-	-
Total Annual Distributions <sup>(2)</sup>	-	(0.05)	(0.15)	(0.12)	(0.05)
Net assets attributable to holders of redeemable units - per unit, end of year $^{(1)}$	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00

<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 June 28, 2016, inception date of Series A units of the Fund. Series A initial net asset value per unit offering commenced at the \$10.00.

# Financial Highlights (cont.)

## **Ratios and Supplemental Data**

Series A	2021	2020	2019	2018	2017
Total net assets attributable to holders of redeemable units (\$000s) (1)	180,960	281,779	299,878	116,528	125,275
Number of units outstanding (000s) (1)	18,096	28,178	29,988	11,653	12,527
Management expense ratio (%) <sup>(2)</sup>	-	-	-	-	-
Management expense ratio before waivers or absorptions (%)	-	-	-	-	-
Trading expense ratio (%) <sup>(3)</sup>	-	-	-	-	-
Portfolio turnover rate (%) <sup>(4)</sup>	-	-	-	-	-
Net assets attributable to holders of redeemable units - per unit (\$)	10.00	10.00	10.00	10.00	10.00

Series B	2021	2020	2019	2018	2017
Total net assets attributable to holders of redeemable units (\$000s) (1)	8,272	11,901	5,755	19,755	25,446
Number of units outstanding (000s) (1)	827	1,190	576	1,976	2,545
Management expense ratio (%)(2)	0.16	0.16	0.32	0.32	0.32
Management expense ratio before waivers or absorptions (%)	0.63	0.63	0.64	0.64	0.64
Trading expense ratio (%) <sup>(3)</sup>	-	-	-	-	-
Portfolio turnover rate (%) <sup>(4)</sup>	-	-	-	-	-
Net assets attributable to holders of redeemable units - per unit (\$)	10.00	10.00	10.00	10.00	10.00

<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. The portfolio turnover rate is not applicable to money market funds.

#### **Past Performance**

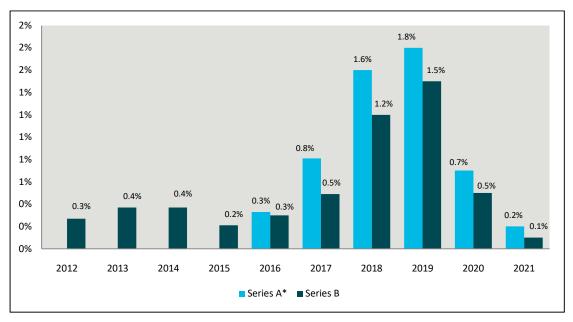
#### General

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 units were created June 28, 2016. Return from June 28, 2016 to December 31, 2016, 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) with the FTSE Canada 91 Day T-Bill Index, in each case for the year ended December 31, 2021. The FTSE Canada 91 Day T-Bill Index measures the return attributable to 91 Day T-Bills. A discussion of the performance of the Fund as compared to the benchmark 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 *	0.2%	0.9%	1.0%	n/a
Benchmark	0.2%	0.9%	0.9%	n/a
Fund – Series B	0.1%	0.7%	0.7%	0.5%
Benchmark	0.2%	0.9%	0.9%	0.9%

<sup>\*</sup> Series A units were created on June 28, 2016.

## **Summary of Investment Portfolio**

As at December 31, 2021

## **Top 25 Positions**

Issuer	% of Net Asset Value
Canada T-Bills 0.3% May 26, 2022	5.3%
Province of Ontario 0.2% March 09, 2022	4.1%
Canada T-Bills 0.17% April 28, 2022	4.0%
Province of Saskatchewan 0.23% February 15, 2022	3.9%
RBC Bankers' Acceptance 0.29% March 21, 2022	3.2%
Province of British Columbia 0.23% May 06, 2022	3.2%
Province of Alberta 0.31% April 05, 2022	3.2%
TD Bankers' Acceptance 0.45% June 06, 2022	3.1%
Canada T-Bills 0.27% April 28, 2022	3.1%
CIBC Bankers' Acceptance 0.25% February 24, 2022	3.0%
TD Bankers' Acceptance 0.22% January 13, 2022	3.0%
Province of Ontario 0.2% January 12, 2022	2.9%
CIBC Bankers' Acceptance 0.25% February 22, 2022	2.9%
Province of Quebec 0.22% February 04, 2022	2.8%
Province of New Brunswick 0.21% Jan/13/22 0.21% January 13, 2022	2.7%
Bank of Nova Scotia Bankers' Acceptance 0.48% May 27, 2022	2.6%
Province of British Columbia 0.2% January 26, 2022	2.6%
Province of Saskatchewan 0.15% March 10, 2022	2.5%
Province of Alberta 0.34% May 03, 2022	2.4%
Province of Quebec 0.38% June 17, 2022	2.3%
Province of British Columbia 0.47% June 17, 2022	2.2%
Canada T-Bills 0.22% March 17, 2022	2.2%
RBC Bankers' Acceptance 0.27% February 16, 2022	2.1%
BMO Bankers' Acceptance 0.22% January 26, 2022	2.1%
Bank of Nova Scotia Bankers' Acceptance 0.26% March 14, 2022	1.9%

## **Portfolio Allocation**

Portfolio Breakdown	% of Net Asset Value
Treasury Bills	59.6%
Discount Notes	41.0%
Cash & Other Net Assets	-0.6%

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.