

## Annual Management Report of Fund Performance

As at December 31, 2017

# Lysander-Canso Broad Corporate Bond Fund



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## A Note About Forward Looking Statements

This annual Management Report of Fund Performance includes certain statements that are “forward looking statements”. All statements, other than statements of historical fact, included in this Management Report of Fund Performance that address activities, events or developments that the Fund expects or anticipates will or may occur in the future, including such things as anticipated financial performance, are forward looking statements. The words “may”, “could”, “would”, “should”, “believe”, “plan”, “anticipate”, “expect”, “intend”, “forecast”, “objective” and similar expressions are intended to identify forward looking statements.

These forward looking statements are subject to various risks and uncertainties, including the risks described in the simplified prospectus of the Fund, which could cause actual financial performance and expectations to differ materially from the anticipated performance or other expectations expressed.

Readers are cautioned not to place undue reliance on these forward looking statements. All opinions contained in forward looking statements are subject to change without notice and are provided in good faith but without legal responsibility.

The Fund has no specific intention of updating any forward looking statements whether as a result of new information, future events or otherwise, except as required by securities legislation. Certain research and information about specific holdings in the Fund, including any opinion, is based upon various sources believed to be reliable, but it cannot be guaranteed to be current, accurate or complete. It is for information only, and is subject to change without notice.

## About This Report

This annual Management Report of Fund Performance of Lysander-Canso Broad Corporate Bond Fund (the “Fund”) contains financial highlights for the year ended December 31, 2017 but does not contain the complete financial statements of the Fund. This report should be read in conjunction with the annual financial statements of the Fund for the year ended December 31, 2017. Lysander Funds Limited (the “Manager”) is the manager of the Fund. You can get a copy of the financial statements at your request, and at no cost, by calling toll-free 1 877 308 6979, by writing to us at Lysander Funds Limited, 100 York Boulevard, Suite 501, Richmond Hill Ontario, L4B 1J8, by visiting our website at [www.lysanderfunds.com](http://www.lysanderfunds.com) or at SEDAR at [www.sedar.com](http://www.sedar.com).

Unitholders may also contact us using one of these methods to obtain a copy of the investment Fund’s proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

## Investment objective

The Fund’s objective is to earn income and some capital gains by investing primarily in fixed income securities anywhere in the world.

## Investment Strategies

The Fund’s portfolio manager, is Canso Investment Counsel (“Portfolio Manager” or “Canso”). The Fund’s portfolio will be invested primarily in fixed income securities, including those of foreign issuers. It also may invest in debt securities convertible into common stock and fixed income securities of governments, government agencies, supranational agencies, companies, trusts

and limited partnerships. The Fund will not be leveraged. The Fund may invest up to 100% of its net assets in foreign securities. More details are contained in the Fund’s simplified prospectus.

## Risks

On December 21, 2017, the Manager decreased the risk rating of the Fund from “low-to-medium” to “low” in accordance with the new standardized methodology for classifying fund volatility mandated by the Canadian Securities Administrators. Please refer to the Fund’s most recent simplified prospectus or its amendments.

## Results of Operations

The Fund had positive returns for the year of 1.1% for Series A and 1.6% for Series F.

The net assets of the Fund increased to approximately \$24.6 million from \$155,000 at the beginning of the year. This was mainly due to net subscriptions of \$24.5 million in the year.

There were no unusual changes to the components of revenue and expenses of the Fund and there were no unusual events or transactions, economic changes or market conditions that affected performance beyond what would be reasonably expected.

The Fund did not borrow money during the year except for immaterial short-term cash overdrafts.

## Recent Developments

# Lysander-Canso Broad Corporate Bond Fund

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Bond returns varied significantly in 2017 based on term to maturity. Long term bonds performed well as their yields declined, while short term bonds lagged as their yields tended to rise. Despite the historic tax overhaul bill passed by the U.S. Congress, yields on longer term Treasury bonds remained stubbornly low. The Federal Reserve raised interest rates three times in the year and signaled that further tightening is expected in 2018. The Fed believes that the labour market has strengthened and economic activity has been rising at a strong pace. They expect inflation to stabilize around its 2% objective over the medium term.

The Bank of Canada increased its “Key Interest Rate” twice in the year and signaled that further rate increases were in store in 2018. The Canadian economy performed well, with the unemployment rate falling to a 40 year low. Corporate bonds remained attractive for investors as the combination of higher running yields and spread tightening caused corporate bonds to outperform Government issues.

Canso believes the U.S. economy is demonstrating strong job gains and improving household spending. The weakness in the U.S. dollar and tax cuts should benefit corporations. Protectionist policies proposed by the new U.S. government may lead to weakness in emerging markets. The economic outlook in Europe is also showing optimism. Canso remains concerned about consumer debt levels and stretched house prices in Canada. The recent measures introduced by the government to control the ‘frothy’ housing market are timely but may erode the valuation of the single largest asset in Canadian households. Canadian households are vulnerable to a sharp rise in interest rates and an increase in unemployment. Additional uncertainties to the economy arise from Ontario’s minimum wage hike and the North American Free Trade Agreement (NAFTA) negotiations. However, the Canadian dollar has responded positively to the strength in oil prices and to a declining spread between Canadian and U.S. interest rates.

The largest purchases in the year were in two main categories:

1. Floating rate notes and senior short term fixed rate notes of Canadian banks and other high quality issuers; and,
2. Mid term bonds of high quality U.S. issuers such as Apple, Pepsi, Disney, and AT&T.

Canso has been deliberately increasing the credit quality of the bond positions in the Fund, believing that the additional yield offered on lower quality credits has declined to the point where it is unattractive in most cases. This led to sales of lower rated issues such as Bombardier, Navient, and Teck Resources where

Canso believes the bonds are fully valued. At year-end, the Fund’s weight in issues rated below BBB was 10%.

Canso also believes there is significant price risk in longer maturity bonds from the prospect of rising interest rates. This risk has been moderated by concentrating the portfolio in bonds with short maturities and floating rate notes. At year-end, the Fund was 31% invested in floating rate notes.

The Fund’s future performance will be affected by future changes in the level of interest rates and by changes to the additional yield provided by corporate bonds over Government of Canada bonds. But the degree to which these future changes occur are highly uncertain. There have been no changes to the Manager or Portfolio Manager, or change of control of the Manager, or of the Fund. There have been no actual or planned reorganizations, mergers or similar transactions.

There were changes to the membership of the Fund’s Independent Review Committee (“IRC”). On January 31, 2017, Ruth Gould was appointed as an IRC member.

## Related Party Transactions

The Manager provides or arranges for the provision of all general management and administrative services required by the Fund in its day-to-day operations, including but not limited to, calculating and reporting the net asset value of the Fund and its series, preparing all offering documents, unitholder recordkeeping and other administrative services. The Manager receives a management fee for these services. The fee is calculated based on a percentage of the net asset value of the Fund as disclosed in the simplified prospectus.

The Fund paid \$99,384 (including HST) in management fees to the Manager for the year ended December 31, 2017 (December 31, 2016 - \$Nil).

The Portfolio Manager is responsible for all investment advice provided to the Fund including providing investment analysis and recommendations, making investment decisions and arranging for the acquisition and disposition of portfolio investments. Fees for providing these services is included in the management fee.

The Manager paid \$45,936 (including HST) to the Portfolio Manager for the year ended December 31, 2017 (December 31, 2016 - \$Nil).

The Fund did not rely on any approval, positive recommendation or standing instruction from its IRC with respect to any related party transactions.

# Lysander-Canso Broad Corporate Bond Fund

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## Financial Highlights

### Series A\*

Year ended		31-Dec-2017
<b>Net assets per unit<sup>1</sup></b>		
Net assets, beginning of year	\$	10.00
Operations:		
Total revenue		0.30
Total expenses		(0.17)
Realized gains (losses)		(0.05)
Unrealized gains (losses)		0.08
<b>Total increase (decrease) from operations<sup>2</sup></b>	<b>\$</b>	<b>0.16</b>
Distributions:		
From income (excluding dividends)	\$	(0.17)
From dividends		-
From capital gains		(0.07)
<b>Total distributions<sup>2 3</sup></b>	<b>\$</b>	<b>(0.24)</b>
<b>Net assets, end of year<sup>2 3</sup></b>	<b>\$</b>	<b>9.98</b>
<b>Ratios and supplemental data</b>		
Net asset value <sup>4</sup>	\$	3,289,377
Units outstanding		329,725
Management expense ratio <sup>5</sup>	%	1.65
Management expense ratio before waivers or absorption		1.72
Portfolio turnover rate <sup>6</sup>		41.32
Trading expense ratio <sup>7</sup>		-
Net asset value per unit, end of year	\$	9.98

### Notes

\* The Fund became a reporting issuer on December 30, 2016 and accordingly prior period numbers are not available.

<sup>1</sup> The information is derived from the Fund's audited annual financial statements. All per unit figures presented are referenced to net assets determined in accordance to IFRS.

<sup>2</sup> Net assets and distributions are based on the actual numbers of units outstanding at the relevant time. The increase (decrease) in operations is based on the weighted average number of units outstanding over the financial period. This table is not intended to be a reconciliation of beginning to ending net assets per unit.

<sup>3</sup> Distributions were paid in cash or reinvested in additional units, or both.

<sup>4</sup> This information is provided at the end of the period shown.

<sup>5</sup> The management expense ratio is based on the total expenses of the period ended and is expressed as an annualized percentage of daily average net asset values during the period.

<sup>6</sup> The Fund's portfolio turnover rate indicates how actively the Fund's portfolio manager 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 period. The higher a fund's portfolio turnover rate in a period, the greater the trading costs payable by the fund in the period, and the greater the chance of an investor receiving taxable capital gains in the period. There is not necessarily a relationship between a high turnover rate and the performance of a fund. The portfolio turnover rate is calculated based on the lesser of purchases or sales of securities divided by the weighted average market value of portfolio securities, excluding short term securities.

<sup>7</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.

# Lysander-Canso Broad Corporate Bond Fund

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## Series F\*

Year ended	31-Dec-2017	
Net assets per unit <sup>1</sup>		
Net assets, beginning of year	\$	10.00
Operations:		
Total revenue		0.28
Total expenses		(0.11)
Realized gains (losses)		-
Unrealized gains (losses)		(0.08)
Total increase (decrease) from operations <sup>2</sup>	\$	0.09
Distributions:		
From income (excluding dividends)	\$	(0.16)
From dividends		-
From capital gains		(0.06)
Total distributions <sup>2 3</sup>	\$	(0.22)
Net assets, end of year <sup>2 3</sup>	\$	10.02
Ratios and supplemental data		
Net asset value <sup>4</sup>	\$	21,347,746
Units outstanding		2,131,540
Management expense ratio <sup>5</sup>	%	1.09
Management expense ratio before waivers or absorption		1.15
Portfolio turnover rate <sup>6</sup>		41.32
Trading expense ratio <sup>7</sup>		-
Net asset value per unit, end of year	\$	10.02

## Notes

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**1** The information is derived from the Fund's audited annual financial statements. All per unit figures presented are referenced to net assets determined in accordance to IFRS.

**2** Net assets and distributions are based on the actual numbers of units outstanding at the relevant time. The increase (decrease) in operations is based on the weighted average number of units outstanding over the financial period. This table is not intended to be a reconciliation of beginning to ending net assets per unit.

**3** Distributions were paid in cash or reinvested in additional units, or both.

**4** This information is provided at the end of the period shown.

**5** The management expense ratio is based on the total expenses of the period ended and is expressed as an annualized percentage of daily average net asset values during the period.

**6** The Fund's portfolio turnover rate indicates how actively the Fund's portfolio manager 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 period. The higher a fund's portfolio turnover rate in a period, the greater the trading costs payable by the fund in the period, and the greater the chance of an investor receiving taxable capital gains in the period. There is not necessarily a relationship between a high turnover rate and the performance of a fund. The portfolio turnover rate is calculated based on the lesser of purchases or sales of securities divided by the weighted average market value of portfolio securities, excluding short term securities.

**7** 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.

# Lysander-Canso Broad Corporate Bond Fund

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## Management Fees

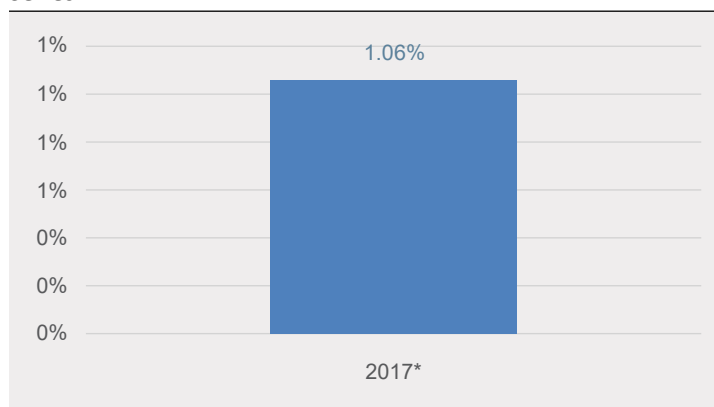
The Manager provides or arranges the provision of all general management and administrative services required by the Fund, and as described in the section “Related Party Transactions” above.

In consideration for such services, the Manager receives a monthly management fee, based on the net asset value of each Series, calculated daily and payable monthly. The Fund pays a management fee of 1.20% per annum for Series A units and 0.70% per annum for Series F units.

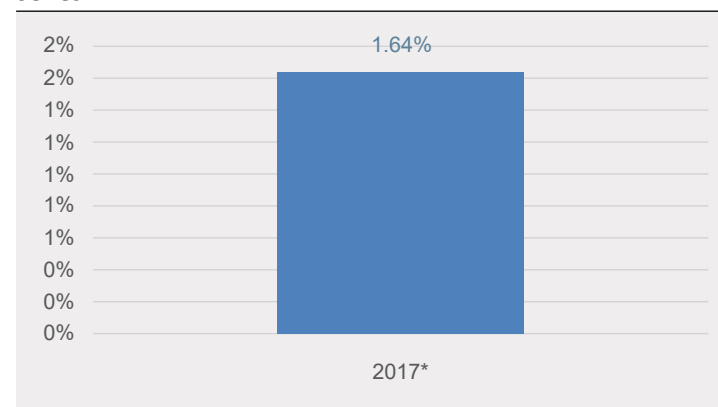
Service fees or trailing commissions of a maximum of 0.50% per annum are paid on Series A units to dealers. This comprises approximately 42% of the management fee of Series A units.

## Year-by-Year Returns

### Series A



### Series F



\* For the period January 1 to December 31

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## Annual Compound Returns

The following table shows the Fund's annual compound return for each period indicated, compared with the FTSE TMX Canada All Corporate Bond Index (the "Index"). The Index is divided into sub-indices based on credit rating: a combined AAA/AA sector, a single A sector, and a BBB sector. The returns of the Index are calculated without the deduction of fees and expenses, whereas the performance of the Fund is calculated after deducting such fees and expenses.

For years ended December 31, 2017		1 Year		Since Inception <sup>3</sup>	
Annual Compound Return					
Series A <sup>1</sup>	%	1.06	%	1.05	
Series F <sup>1</sup>		1.64		1.63	
FTSE TMX Canada All Corporate Bond Index <sup>4</sup>	%	3.38	%	3.37	

## Notes

<sup>1</sup> Returns are based on the net asset value per unit of the relevant series of the Fund and assume that all distributions were reinvested.

<sup>2</sup> Compound period returns are annualized.

<sup>3</sup> Period from December 30, 2016 to December 31, 2017. Since inception returns are annualized.

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# Lysander-Canso Broad Corporate Bond Fund

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## Summary of Investment Portfolio

% of NAV			% of NAV		
Top 25 Issuers			Asset Mix		
Bank of Nova Scotia	%	7.7	Canadian Fixed Income	%	72.3
Apple Inc.		7.6	Cash and cash equivalents		2.7
Toronto Dominion Bank		7.5	Foreign Fixed Income		24.0
Hydro One Inc.		6.1	Other assets less liabilities		1.0
Royal Bank of Canada		5.8	<b>Total</b>	<b>%</b>	<b>100.0</b>
Honda Canada Finance Inc		4.8	Sector		
The Walt Disney Co.		4.5	Cash and cash equivalents	%	2.7
Bank of Montreal		4.5	Communication		19.4
Met Life Global Funding		2.8	Energy		6.7
Cash and cash equivalents		2.7	Federal		5.6
TransCanada Pipelines		2.2	Financials		40.2
Enbridge Inc.		2.2	Industrial		11.2
Sobeys Inc.		2.2	Infrastructure		9.2
AT&T Inc.		2.2	Other assets less liabilities		1.0
Kraft Canada Inc.		2.1	Provincial		1.4
Teck Resources Limited		1.8	Real Estate		0.8
Navient Corp		1.7	Materials		1.8
Metro Inc.		1.6	<b>Total</b>	<b>%</b>	<b>100.0</b>
GE Capital Canada		1.5			
PepsiCo Inc.		1.4			
407 International Inc.		1.4			
Bell Canada		1.4			
Bombardier Inc.		1.4			
First National NHA MBS (99000211)		1.2			
National Grid Electrical		1.2			
<b>Total</b>	<b>%</b>	<b>79.5</b>			





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