# INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

For the period ended June 30, 2018

# **CWB Onyx Conservative Solution**



#### **DISCLOSURE**

This interim management report of fund performance contains financial highlights but does not contain either the interim financial report or annual financial statements of the investment fund. You can get a copy of the interim financial report or annual financial statements at your request, and at no cost, by calling 1-855-292-9655, by writing to us at Suite 3000, 10303 Jasper Avenue, Edmonton, AB T5J 3X6, by visiting our website at www.cwbwealth.com, or by visiting SEDAR at www.sedar.com.

Security holders 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.

# Caution Regarding Forward Looking Information

This document may contain forward-looking statements ("FLS") concerning the investment fund, its future performance, its strategies or prospects or about future events or circumstances. Such FLS include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "may", "could", "should", "outlook", "expects", "anticipates", "intends", "plans", "believes", "estimates", and other similar expressions. By their very nature, FLS imply the use of assumptions and necessarily involve inherent risks and uncertainties, both general and specific. There is a significant risk that the explicit and implicit forecasts contained in these FLS might not materialize or that they may not prove to be accurate. In fact, a number of factors could cause future results, conditions or events to differ materially from the objectives and expectations expressed in such FLS. Such differences might be caused by, for example, changes in Canadian and worldwide economic and financial conditions (in particular, interest and exchange rates and the prices of other financial instruments), market trends, new regulatory provisions, competition, changes in technology and the potential impact of conflicts and other international events, specifically those related to the war on terrorism, and other risks described in detail in the investment fund's current simplified prospectus.

The foregoing list of factors is not exhaustive. Before making any investment decisions, investors and others relying on our FLS should carefully consider the foregoing factors and the uncertainties and risks they contain. We caution readers not to place undue reliance on these FLS.

FLS are issued in good faith and may be modified without notice. We assume no obligation to update FLS in the light of new information, future events or other circumstances unless applicable legislation so requires.

# MANAGEMENT DISCUSSION OF THE PERFORMANCE OF CWB ONYX CONSERVATIVE SOLUTION

# **Results of Operations**

In the first six months of 2018 (the "Period"), the net assets of the CWB Onyx Conservative Solution (the "Fund") decreased to \$11,965,034, reflecting an increase of \$4,594 from positive investment performance, and net withdrawals of \$4,503,407 from the Fund, including reinvested distributions to unit holders of \$85,785. The Series A units of the Fund returned 0.03% for the Period, net of fees and expenses. Returns for other series of the Fund may vary, largely due to differences in fees and expenses.

Over the Period, Canadian, U.S. and global equity markets had positive growth on a total return basis, with the S&P/TSX Total Return Index gaining 1.7%, the S&P 500 Total Return Index returning 6.7% and the MSCI World ex-USA Total Return Index gaining 1.3%, all in Canadian Dollar terms. Fixed income returns, however, were less spectacular, as the FTSE/TMX Canada Universe Bond Index gained 0.6%, and the S&P/TSX Preferred Share Total Return Index returned 0.7% over the Period.

During the Period, the Fund underwent two shifts in its asset class mix. A tactical shift was made early in the Period to take advantage of relatively attractive return opportunities outside of Canada. Concerns that the Canadian housing market and negative consumer economic data were likely to limit growth opportunities were the primary drivers of this decision. Therefore, within equities, the Canadian market allocation was decreased, and the international and U.S. weightings were adjusted upward.

Based on new data late in the period, a second asset mix shift was made; bringing weights back to a more neutral position across and within all asset classes. This resulted in the fixed income allocation increasing slightly, taking weight from equites. Within equities, the Canadian weighting was increased, and the U.S. and international weightings were adjusted downward.

Non-Federal Government bonds (Provincial and corporate bonds, also called 'credit product') saw very little net movement in spreads over the course of the Period. Consequently, the Fund's performance benefited from its overweight in credit product.

The Bank of Canada raised the bank rate in January 2018 by 25 basis points ("bps"). While short and mid-term yields increased based on this news, long-term yields did not rise to the same extent. In fact, very long bond yields actually slightly declined. Therefore, the Fund's under-exposure to very long term bonds constrained relative performance over the Period.

On a backdrop of solid economic growth and continued positive economic data, the Canadian equity market posted a small gain during the Period. North American Free Trade Agreement renegotiations, coupled with continued trade rhetoric continue to weigh on investor sentiment. While global oil prices continued to rise within the Period, Canadian oil producers were limited in their ability to take advantage, as the discount paid for Canadian oil grew over the Period.

Despite the hurdles facing Canadian energy companies, the Energy sector outperformed the index during the Period, but did not really have an effect on the Fund's relative performance, as it was overshadowed by selection within the sector. On the other hand, the Materials sector holdings within the Fund had a positive impact on relative performance, despite the significant underweight position.

The Fund remains defensively biased focusing on stable, high quality companies with solid dividends. This should provide reasonable returns as the economy continues to show growth and safety in case investor confidence falls. We believe that the recent volatility in the markets provides some opportunity to add undervalued securities.

# **Recent Developments**

#### Market Developments

The U.S. Federal Reserve Board (the "Fed") raised the benchmark interest rate by 50 bps over the Period. We believe an additional 50 to 75 bps increase in U.S. interest rates is likely over the next six months. The Fed has been executing its plan for reducing its System Open Market Account, which serves to put upward pressure on U.S. interest rates.

As rates increase in the U.S., investors are reallocating capital causing big outflows from numerous regions including Argentina, Brazil, Canada, Europe, China, India and South Korea. This has led to substantial weakening of those respective currencies against the U.S. Dollar. Many of these countries are also net importers of oil, and higher oil prices have led to an increase in their current account deficits, putting even more pressure on the respective currencies.

The Bank of Canada (the "Bank") is also expected to raise rates 25 to 50 bps over the remainder of the year. Economic indicators (year-to-date) have supported the Bank in its efforts to raise rates, although markets are questioning the sustainability of continued Canadian economic growth.

Political issues remain a primary concern for markets. Tax relief and reduced regulations have provided a boost to the U.S. economy; however, this has also served to reduce Canada's relative advantage. Protectionism (real and anticipated) is having a dampening effect on market sentiment, and investors are concerned about the negative effect on growth that increased protectionism will have. With Canada being a trading nation, it will be particularly exposed to this kind of economic retraction.

Oil prices continue to rise from depressed levels, with West Texas Intermediate (the U.S. benchmark oil price) increasing more than 16% year to date in U.S. Dollar terms. Canadian energy companies have been restricted in their ability to take advantage of higher world oil prices, as there are limited markets they are able to access economically. Efforts to alleviate this issue have been met with unfavorable political opportunism, and this problem for Canadian producers will likely persist into the near future.

Effective September 1, 2017, CWB Wealth Management Ltd. ("CWB WM" or "we") adopted the risk classification methodology under National Instrument 81-102 – Investment Funds (the "new risk classification methodology"). Pursuant to the new risk classification methodology, certain funds' risk ratings were changed in conjunction with the funds' most recent prospectus renewal on June 19, 2018. CWB WM reviews each fund's risk rating on an annual basis or if there has been a material change to a fund's investment objectives or investment strategies. Any changes to a fund's risk rating are the result of CWB WM's annual review and the adoption of the new risk classification methodology.

# **Related Party Transactions**

CWB WM serves as trustee, manager, portfolio advisor, and principal distributor of the Fund. The Fund pays CWB WM a management fee as compensation for its services. Refer to the section titled 'Management Fees' for a summary of fees paid to CWB WM.

The Fund invests in units of the CWB Onyx Canadian Equity Fund, the CWB Onyx Global Equity Fund and the CWB Onyx Diversified Income Fund (collectively known as the "CWB Onyx Portfolio Series funds"). These funds are related and connected issuers of the Fund, as CWB WM serves as trustee, principal portfolio advisor and manager of the CWB Onyx Portfolio Series funds.

The Independent Review Committee (the "IRC") of the Fund has approved standing instructions permitting investments in the CWB Onyx Portfolio Series funds, and other mutual funds managed by CWB WM or its affiliates (the "Fund of Fund Investing"). The standing instructions require that the Fund of Fund Investing be conducted in accordance with CWB WM policy and that CWB WM advise the IRC of a material breach of the standing instructions. CWB WM policy requires that an investment decision in respect of Fund of Fund Investing (i) is made free from any influence by an entity related to CWB WM and without taking into account any consideration relevant to an entity related to CWB WM; (ii) represents the business judgment of the portfolio manager/sub-advisor uninfluenced by considerations other than the best interests of the Fund; (iii) complies with CWB WM policy; and (iv) achieves a fair and reasonable result for the Fund.

CWB WM entered into a participating dealer agreement (the "Dealer Agreement") with Canadian Western Financial Ltd. ("CWF"), an affiliate of CWB WM. Pursuant to the Dealer Agreement, CWB WM pays CWF a monthly trailing commission equal to 1/12<sup>th</sup> of 0.75% of the net asset value attributable to Units of the Fund held by CWF clients. This trailing commission is paid directly by CWB WM and does not increase the management fee paid to CWB WM by the Fund.

Upon commencement of operations of the Fund, Canadian Western Bank provided an initial investment of \$2 million in exchange for 200,000 Series O units. During the six months ended June 30, 2018, Canadian Western Bank redeemed all Series O units held as a result of the increase in unitholders since commencement of operations.

#### FINANCIAL HIGHLIGHTS

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's performance for the periods since inception and the period ended June 30, 2018.

# CWB Onyx Conservative Solution Fund Net Assets per Unit<sup>1</sup>

	Series A June 30, 2018	Series O June 30, 2018	Series A 2017	Series O 2017	Series A 2016*	Series O 2016*
Net Assets, beginning of period	\$10.55	\$10.72	\$10.41	\$10.53	\$10.00 <sup>†</sup>	\$10.00 <sup>†</sup>
Increase from operations:						
Total revenue	\$0.16	\$0.01	\$0.31	\$0.26	\$0.44	\$0.18
Total expenses	(\$0.09)	-	(\$0.17)	-	(\$0.15)	-
Realized gains (losses) for the period	\$0.12	-	\$0.06	\$0.06	\$0.03	\$0.01
Unrealized (losses) gains for the period	(\$0.19)	\$0.03	\$0.05	\$0.20	\$0.06	\$0.61
Total increase from operations <sup>2</sup>	-	\$0.04	\$0.25	\$0.52	\$0.38	\$0.80
Distributions:						
From income (excluding dividends)	\$0.06	\$0.16	\$0.15	\$0.28	\$0.24	\$0.26
From Dividends	-	-	-	-	-	-
From capital gains	-	-	\$0.04	\$0.04	\$0.01	\$0.02
Return of capital	-	1	ı	1	-	-
Total Annual Distributions <sup>3</sup>	\$0.06	\$0.16	\$0.19	\$0.32	\$0.25	\$0.28
Net Assets as at last date of period shown	\$10.50	\$10.67	\$10.55	\$10.72	\$10.41	\$10.53

This information is derived from the Fund's unaudited interim or audited annual financial statements (as applicable). All figures presented for the interim period ended June 30, 2018 as well as the year ended December, 31, 2017 and 2016 are prepared in accordance with IFRS, which requires the Fund to measure the fair value of its investments based on close market prices, where the close market price falls within the bid-ask spread, which is consistent with the method used in measuring the net asset value for transactions with unitholders.

<sup>2</sup> Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase from operations is based on the weighted average number of units outstanding over the financial period.

<sup>3</sup> Distributions were reinvested in additional units of the Fund.

<sup>\*</sup> Data reported represents results from the commencement of operations to December 31 of the year indicated.

<sup>†</sup> Initial offering price.

# Ratios and Supplemental Data

	Series A June 30, 2018	Series A June 30, 2018	Series A 2017	Series O 2017	Series A 2016	Series O 2016
Total net asset value (000's) <sup>1</sup>	\$11,923	\$42	\$14,257	\$2,293	\$5,916	\$2,182
Number of units outstanding <sup>1</sup>	1,135,981	3,959	1,351,066	213,928	568,401	207,297
Management expense ratio <sup>2</sup>	1.55%	-	1.55%	-	1.55%	-
Management expense ratio before waivers or absorptions	1.93%	-	2.04%	-	2.70%	-
Trading expense ratio <sup>3</sup>	-	-	-	-	-	-
Portfolio turnover rate <sup>4</sup>	14.31%	14.31%	16.03%	16.03%	5.13%	5.13%
Net asset value per unit	\$10.50	\$10.67	\$10.55	\$10.72	\$10.41	\$10.53

- 1 This information is provided as at December 31 of the year shown unless otherwise stated.
- 2 Management expense ratio is based on total expenses (including applicable sales taxes and excluding commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period.
- 3 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.
- 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.

# **Management Fees**

The Fund pays CWB WM an annual management fee of 1.30% of the net asset value of Series A units of the Fund. No management fee is charged with respect to the Series O units, as each investor negotiates a separate fee that is paid directly to CWB WM. The annual management fee paid in respect to the Series O units will not exceed the annual management fee for the Series A units.

Management fees are calculated and accrued daily as a percentage of the net asset value of each series of units of the Fund, and paid monthly to CWB WM.

This fee compensates CWB WM for providing advisory and portfolio management services to the Fund, managing the daily operations of the Fund and acting as trustee for the Fund.

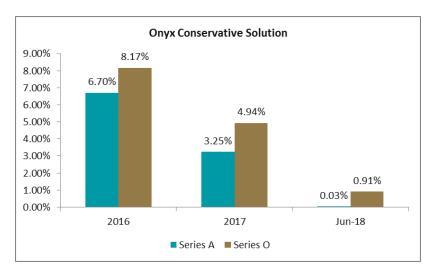
#### **Past Performance**

The past performance of the Fund is set out in the following chart. The performance information shown assumes that all distributions made by the Fund in the periods shown were reinvested in additional securities of the Fund. The performance information does not take into account sales, redemptions, distributions or other optional charges that would have reduced returns or performance.

Mutual fund returns are not guaranteed. Please note that past performance is not indicative of future performance.

# **Year-by-Year Returns**

The following bar chart shows the Fund's annual performance for each of the past two years and for the six month period ending June 30, 2018, and illustrates how the Fund's performance has changed from year to year. The chart shows, in percentage terms, how an investment made on January 1 would have increased or decreased by the last day of the fiscal period presented.



# **SUMMARY OF INVESTMENT PORTFOLIO**

The following table summarizes how the Fund's assets were distributed across various sectors as at June 30, 2018.

Portfolio Breakdown	% of Net Asset Value
Cash and Short-Term Investments	0.3%
Other Net Assets	(0.3%)
Fixed Income Funds	74.7%
International Equity Funds	15.0%
Canadian Equity Funds	10.3%
Total	100.0%

# **Top 25 Holdings**

The following table lists the twenty-five largest equity holdings of the Fund (based on percentage of net asset values of the Fund) as at June 30, 2018<sup>1</sup>.

Cash and Short-term Investments	0.0%
CWB Onyx Diversified Income Fund, Series O	74.7%
CWB Onyx Global Equity Fund, Series O	15.0%
CWB Onyx Canadian Equity Fund, Series O	10.3%

<sup>&</sup>lt;sup>1</sup>The prospectuses and other information about the underlying investment funds are available online at www.sedar.com.

The investments and percentages may have changed by the time you purchase units of the Fund due to portfolio transactions of the Fund. The top 25 holdings are made available quarterly and may be obtained by contacting CWB WM at 1-855-292-9655 or by writing to: CWB Wealth Management Ltd., Suite 3000, 10303 Jasper Avenue, Edmonton, AB T5J 3X6.