



CANADIAN FIXED INCOME REPORT

March 31, 2022

INVESTMENT STRATEGY AND PROCESS

Lester Asset Management Inc. ("LAM") launched an actively managed Canadian Fixed Income strategy for its segregated accounts in January 2008 and created a pooled version through the LAM Canadian Fixed Income Fund in January 2021. The strategy uses a top-down macroeconomic approach to identify the most attractive sectors, types of instruments and maturities, as well as bottom-up fundamental valued-based credit analysis to identify suitable issuers and attractively priced securities. The portfolio is mainly invested in fixed income assets including government issued and guaranteed debt, Investment Grade and High Yield corporate bonds, convertible debentures, preferred shares, and money market instruments. Portfolio structure and risk management include proper diversification by industry, issuer, credit quality and instrument type, as well as laddered maturities. The Fund aims to maintain lower duration than the benchmark in order to minimize interest rate risk, and to achieve a high level of income generation while preserving capital.

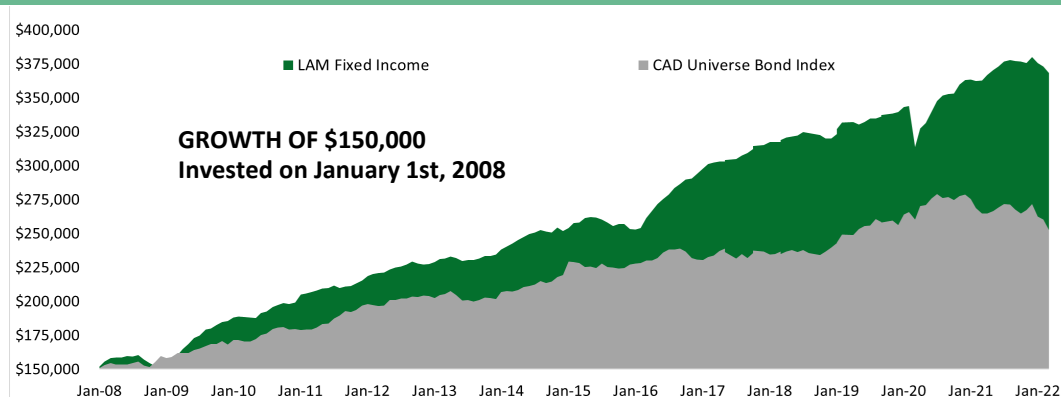
CALENDAR YEAR GROSS RETURNS

	2022 YTD	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
LAM CAD FIXED INCOME*	-3.1%	4.6%	7.0%	6.0%	1.5%	7.3%	16.1%	0.6%	7.4%	3.1%	5.6%	8.1%	7.5%	20.7%	2.5%
CAD Universe Bond Index	-7.0%	-2.5%	8.7%	6.9%	1.4%	2.5%	1.7%	3.5%	8.8%	-1.2%	3.6%	9.7%	6.7%	5.4%	6.4%

ANNUALIZED GROSS RETURNS (except for 1 month and 3 months returns)

	1 MONTH	3 MONTHS	1 YEAR	3 YEARS	5 YEARS	10 YEARS	SINCE JAN 1, 2008
LAM CAD FIXED INCOME*	-1.3%	-3.1%	1.5%	3.5%	4.0%	5.2%	6.5%
CAD Universe Bond Index	-3.0%	-7.0%	-4.5%	0.5%	1.6%	2.5%	3.7%

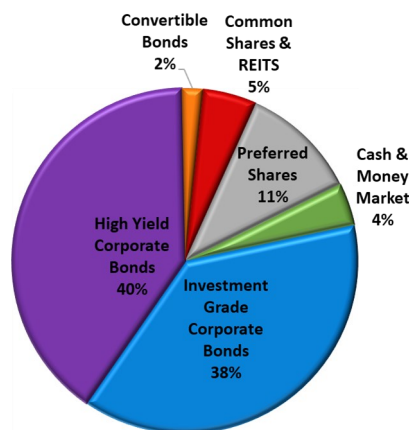
CUMULATIVE GROSS RETURNS VERSUS CAD Universe Bond Index SINCE January 1, 2008



	Annualized Gross Returns	Cumulative Gross Returns
LAM* CAD FI	6.5%	145.4%
CAD Universe bond index	3.7%	68.5%
Added Value	2.8%	77.0%

FUND ALLOCATION BY SECTOR AND ASSET TYPE

UTILITIES	20.4%
FINANCIAL	18.9%
COMMUNICATIONS	15.4%
CONSUMER CYCLICAL	12.9%
PIPELINES	10.3%
ENERGY	8.4%
BASIC MATERIALS	5.0%
CASH	3.4%
INDUSTRIAL	2.6%
GOVERNMENT	1.5%
REITS	1.2%
CONSUMER NON-CYCLICAL	0.0%



TOP 10 FUND HOLDINGS

SECURITY	ASSET TYPE	%
AutoCanada 5.75% Feb 02, 2029	HY Bond	3.7
Russel Metals 5.75% Oct 27, 2025	HY Bond	3.5
Videotron 4.5% Jan 15, 2030	HY Bond	3.5
Brookfield Infrastructure 3.41% Oct 09, 2029	IG Bond	3.5
Enbridge 6.625% April 12, 2078/2028	IG Bond	3.2
Ford credit Canada 3.742% May 08, 2023	HY Bond	3.1
AirCanada 4.625% August 15, 2029	HY Bond	2.9
Superior Plus 4.25% May 18, 2028	HY Bond	2.8
National Bank 4.3% Nov 15, 2080/2025	IG Bond	2.8
Laurentian Bank 5.3% June 15, 2081/2026	HY Bond	2.7

MONTHLY COMMENTARY

The month was marked by a rapid rise in interest rate yields, ending one of the worst quarters in terms of performance for global bond indices. The surge was driven in large part by the war in Ukraine, which pushed the price of several commodities to the highest levels in recent years. Combined with already persistent inflation, central banks had no choice but to adopt a much more aggressive tone regarding future monetary policy tightening. As a result, the yield curve flattened considerably, to the point where the yield on government bonds maturing in 2 years is at almost the same level as for those maturing in 30 years. The effects on bond yields were not without consequence and caused bond prices to drop sharply. The FTSE Canada Universe Bond Index ended the month with a negative return of -3.0%, while the **LAM CAD Fixed Income Fund** also recorded a negative return, but to a much lesser extent with a gross decline of **-1.3%**. For 2022, the Fund remains well ahead with a return of **-3.1%** versus -7.0% for the index, representing an outperformance of **+3.9%**. Our short duration and exposure to higher yielding bonds and preferred shares contributed to our outperformance. Among our positive contributors were preferred shares with “floors” such as **Brookfield Infrastructure 5%** and **Brookfield Renewable 5.5%** and our exposure to high dividend stocks in the energy infrastructure sector like **TC Energy** and **Enbridge**. Among our detractors, were bonds with longer duration that underperformed such as **Hydro One 3.91%** and **Brookfield Renewable 3.38%**. Our cash weighting decreased during the month, as we used a good portion of it to invest at more attractive yields, though we continue to receive strong inflows.

PORTFOLIO MANAGERS

Olivier Tardif-Loiselle, CFA – Lead Portfolio Manager Fixed Income

Olivier joined the firm in 2020 as Lead Portfolio Manager of Fixed Income. He is also a member of the firm’s Investment Committee. He spent 7 years at iA Financial Group (Industrial Alliance, 4th largest life insurance company in Canada) in different roles such as credit analyst, senior trader and strategist for Fixed Income. While at iA, he developed an expertise in portfolio management and trading for investment funds, pension funds and LDI (Liability Driven Investments).

Co-Managers: Stephen Takacsy, B. Eng, MBA and Martin Gagné, CFA, CPA



STRATEGY CHARACTERISTICS

Inception Date	January 1st, 2008
Strategy AUM	\$140 million
Style	All-Cap, value-driven and opportunistic
Process	Top down macroeconomic & bottom-up fundamental value-based
Portfolio	40 to 50 diversified holdings
Risk Metrics	Weighted Average Duration : 4.4years Weighted Average Yield : 4.83% Maximum position size: 5% Maximum sector weight: 25%

POOLED FUND TERMS

Inception Date	January 4th, 2021																
Fund AUM	\$48 million																
Minimum Investment	\$150,000 (or less for accredited investors)																
Eligible Accounts	Non-Registered and Registered (RRSP, RESP, TFSA...)																
Distribution	AB, BC, MB, ON, QC, by way of Offering Memorandum																
Management Expense Ratio (MER)	Management Fee (as listed below) + maximum 0.1% for operating expenses, and trading and custodial charges																
Fund Units***	<table border="1"> <thead> <tr> <th>SERIES</th> <th>FUNDSERV CODE</th> <th>NAV</th> <th>MGMT. FEE</th> </tr> </thead> <tbody> <tr> <td>F</td> <td>LAF200</td> <td>\$9.99</td> <td>1.0%</td> </tr> <tr> <td>I</td> <td>LAF201</td> <td>\$10.03</td> <td>0.75%</td> </tr> <tr> <td>O</td> <td>LAF202</td> <td>\$10.14</td> <td>TBD</td> </tr> </tbody> </table>	SERIES	FUNDSERV CODE	NAV	MGMT. FEE	F	LAF200	\$9.99	1.0%	I	LAF201	\$10.03	0.75%	O	LAF202	\$10.14	TBD
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ABOUT THE FIRM

Lester Asset Management is an independent discretionary portfolio management firm serving private clients and institutions such as charitable foundations, while exercising a fiduciary duty to always act in its clients’ best interest. The Firm is committed to preserving and growing the financial wealth of its clients through responsible and ethical investing while also providing a high level of personalized service to meet its clients’ evolving needs. The Firm is focused on the active value-added management of two core strategies: All-Cap Canadian Equity and Canadian Fixed Income, aiming to outperform the main indices and to add value by achieving higher returns than the market with lower risk. Annualized returns of the Firm’s Canadian Equity strategy have consistently ranked in the 1st quartile for over 10 years. In 2019, the Firm was selected by the Quebec Emerging Managers Program to manage a pooled Canadian Bond fund for a group of institutional investors.

FOR MORE INFORMATION:

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FREQUENT CONTRIBUTOR ON



*Returns for LAM’s Canadian Fixed Income strategy are gross of management fees and based on dollar-weighted gross returns for the Canadian Fixed Income composite of segregated portfolios managed by LAM using the same strategy from January 2008 until the launch of the Fund in January 2021 and on gross returns of the LAM Canadian Fixed Income Fund thereafter. **The FTSE Canadian Universe Bond Index is the benchmark that has been used since the inception of LAM’s Canadian Fixed Income strategy in January 2008 and the Fund in January 2021, and reflects the policy of investing only in Canadian securities.*** Returns on the different unit series of the Fund will vary due to applicable management fees. Please read the Offering Memorandum before investing in the Fund. Pooled fund returns are not guaranteed as unit values change frequently and past performance may not be repeated.