Semi-Annual Management Report of Fund Performance As at June 30, 2020

# Lysander Balanced Income Fund





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#### **A Note About Forward Looking Statements**

This semi-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 semi-annual Management Report of Fund Performance of Lysander Balanced Income Fund (formerly Lysander-Triasima Balanced Income Fund) (the "Fund") contains financial highlights for the period ended June 30, 2020 but does not contain the complete financial statements of the Fund. This report should be read in conjunction with the semi-annual financial statements of the Fund for the period ended June 30, 2020. 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 Lysander Funds Limited, 3080 Yonge Street, Suite 3037, Toronto, Ontario, M4N 3N1, by visiting our website at www.lysanderfunds.com or at SEDAR at www.sedar.com.

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

#### **Investment objective**

The Fund's objective is to generate returns consisting of income and capital gains by investing primarily in a portfolio of fixed income securities and equities of companies anywhere in the world.

#### **Investment Strategies**

The Fund's portfolio positions are primarily invested in money market instruments and bonds, as well as income trust, preferred shares and Canadian, American and international equities including American Depositary Receipts and Global Depositary Receipts. The Fund will not be leveraged. The Fund may invest up to 100% of its assets in foreign securities. More details are contained in the Fund's simplified prospectus.

#### Risks

The risks of this Fund remain as discussed in the Fund's most recent simplified prospectus.

### **Results of Operations**

The performance of Series A units is -6.09% and Series F is - 5.70% for the period.

The net assets of the Fund increased from \$3.2 million at December 31, 2019, to \$3.3 million at June 30, 2020 mainly due to net subscriptions of \$0.3 million.

The fixed income portion of the Fund increased to 30.3% from 21.5% in the period. The increased allocation to fixed income allowed the Fund to take advantaged of attractive buying opportunities in the credit markets. In both the investment grade and high yield markets, corporate credit spreads widened to decade-high levels as investors began to assess the impact of COVID-19 lockdowns. The Fund shifted a significant amount of its fixed income exposure into high-yield and US dollar names. The US dollar bond exposure is hedged back to Canadian dollars.

For equities, the Fund has historically been selecting equities paying a significant dividend and this is the main reason for the underperformance over the first half of 2020. This factor, dividend, together with value-oriented equities, has been shunned during the first half of the year. Dividend-paying equities dropped more during the pandemic related collapse of

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February and March 2020 and, later, did not bounce back as much as anticipated.

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 period except for immaterial short-term cash overdrafts.

### **Recent Developments**

The situation in markets dramatically changed on March 23 when the U.S. Federal Reserve announced a range of tools to support households, businesses, and the U.S. economy overall. This included support for critical market functioning through the purchase of U.S. Treasury securities and supporting the flow of credit in general. In addition, the Fed announced it would purchase in the secondary market corporate bonds issued by investment grade U.S. companies and U.S.-listed exchangetraded funds. The Bank of Canada announced similar programs, on a smaller scale.

The huge liquidity assistance provided by central banks to the markets caused a sharp rally in equity markets and considerably narrowed credit spreads so that corporate bonds rallied. By the end of the period, equity markets had regained much of their March losses and corporate bond returns were positive for the entire period. Federal Government bond returns were higher as Government bond yields declined in the period as central banks pledged to keep administered interest rates at very low levels for some time, potentially many years.

The obvious central question going forward is how the effects of the pandemic will play out. It seems clear that the countries that have implemented the most restrictive social distancing and lockdowns have fared the best with the COVID-19 pandemic. It took some time for the March lockdowns, social distancing, and other measures to work and for the economy to start rebounding. Things indeed did start to improve in June. A major problem now is the U.S. cannot seem to muster the political will or societal patience to follow its own public health advice. Things now seem to have opened up too early and too quickly in many areas of the U.S. The U.S. is now showing a huge increase in infections and hospitalizations and many states, like Florida, Texas and California, have had to close down again.

Recent surveys in the U.S. indicate retail shopper traffic to stores showed business activity slowed in the second week of July, in part from renewed virus fears. Amazon announced on July 15 it was extending a work-from-home order for eligible employees from October to January, and Delta Airlines said on July 14 it was cutting back plans to add flights in August and beyond, citing flagging consumer demand. The biggest banks in the U.S. also warned in July that they are setting aside billions of dollars to cover anticipated losses as customers fail to pay their mortgages and other loans in the months to come. This means the U.S. economy will be much slower than its developed world peers in recovering to "normal".

Other regions and countries, like the Europeans and New Zealand, have made steady progress through effective social distancing programs to the point where they have very few cases and the rate of transmission is very much under control. They are now getting their economies back up and running. Canada is also making good progress at recovery, although there is likely to be increased weakness as various Government support programs start to wind down.

The financial markets seem to be looking through the COVID-19 pandemic and discounting an end to social distancing. The fiscal and monetary stimulus has been incredible in scale and rapidity, but equity valuations are high. In credit markets, there is now a split between companies largely unaffected by the pandemic and those that are. It is in the latter group where the best investment opportunities lie, but success will depend on careful and detailed analysis of each individual company's prospects going forward.

Effective December 23, 2019, Lysander Balanced Income Fund changed its portfolio manager from Triasima Portfolio Management Inc. ("Triasima") to Canso Investment Counsel Ltd. ("Portfolio Manager" or "Canso"). Triasima was appointed a sub advisor to Canso, and became primarily responsible for managing the Fund's equity investments. Canso is responsible for the overall asset allocation and managing the Fund's fixed income investments. There have been no change of control of the Manager, or of the Fund in the year. There have been no actual or planned reorganizations, mergers or similar transactions.

There were no changes to the membership of the Fund's Independent Review Committee ("IRC").

#### **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.

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The Fund paid \$13,603 (including HST) in management fees to the Manager for the period ended June 30, 2020. (June 30, 2019: \$10,227).

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 are included in the management fee.

The Manager paid \$6,807 (including HST) to the Portfolio Manager for the period ended June 30, 2020 (June 30, 2019: \$5,104).

The Manager relied, or may rely on standing instructions from the IRC in respect of securities traded amongst mutual funds, closed end funds, managed accounts or pooled funds managed by the Manager or an affiliate of the Manager. In such cases the Manager is required to comply with the Manager's written policies and procedures presented to the IRC and provide periodic reports to the IRC in accordance with National Instrument 81-107.

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### **Financial Highlights**

#### Series A\*

| Period ended   |    | 30-Jun-2020 |    | 31-Dec-2019 |    | 31-Dec-2018 |    | 31-Dec-2017 |    | 31-Dec-2016 |
|--|----|-------------|----|-------------|----|-------------|----|-------------|----|-------------|
| Net assets per unit <sup>1</sup>                       |    |             |    |             |    |             |    |             |    |             |
| Net assets, beginning of period                        | \$ | 10.71       | \$ | 9.68        | \$ | 10.88       | \$ | 10.16       | \$ | 10.00       |
| Operations:  |    |             |    |             |    |             |    |             |    |             |
| Total revenue  |    | 0.20        |    | 0.37        |    | 0.36        |    | 0.38        |    | 0.31        |
| Total expenses   |    | (0.11)      |    | (0.22)      |    | (0.22)      |    | (0.22)      |    | (0.18       |
| Realized gains (losses)                                |    | (0.22)      |    | (0.22)      |    | (0.34)      |    | 0.21        |    | (0.25       |
| Unrealized gains (losses)                              |    | (0.52)      |    | 1.22        |    | (0.84)      |    | 0.47        |    | 0.5         |
| Total increase (decrease) from operations <sup>2</sup> | \$ | (0.65)      | \$ | 1.15        | \$ | (1.04)      | \$ | 0.84        | \$ | 0.39        |
| Distributions:   |    |             |    |             |    |             |    |             |    |             |
| From income (excluding dividends)                      | \$ | -           | \$ | -           | \$ | -           | \$ | -           | \$ | (0.04       |
| From dividends   |    | (0.06)      |    | (0.12)      |    | (0.17)      |    | (0.12)      |    | (0.19       |
| From capital gains                                     |    | -           |    | -           |    | -           |    | -           |    |             |
| Total distributions <sup>2 3</sup>                     | \$ | (0.06)      | \$ | (0.12)      | \$ | (0.17)      | \$ | (0.12)      | \$ | (0.23       |
| Net assets, end of period <sup>2 3</sup>               | \$ | 9.99        | \$ | 10.71       | \$ | 9.68        | \$ | 10.88       | \$ | 10.16       |
| Ratios and supplemental data                           |    |             |    |             |    |             |    |             |    |             |
| Net asset value <sup>4</sup>                           | \$ | 5,339       | \$ | 5,686       | \$ | 5,080       | \$ | 5,623       | \$ | 5,194       |
| Units outstanding                                      |    | 534         |    | 531         |    | 525         |    | 517         |    | 51          |
| Management expense ratio <sup>5</sup>                  | %  | 1.95        | %  | 1.94        | %  | 1.96        | %  | 1.94        | %  | 1.68        |
| Management expense ratio before waivers or absorption  |    | 2.79        |    | 2.77        |    | 3.14        |    | 3.95        |    | 7.6         |
| Portfolio turnover rate <sup>6</sup>                   |    | 93.41       |    | 34.1        |    | 61.1        |    | 35.6        |    | 52.         |
| Trading expense ratio <sup>7</sup>                     |    | 0.09        |    | 0.2         |    | 0.2         |    | 0.3         |    | 0.3         |
| Net asset value per unit, end of period                | \$ | 9.99        | \$ | 10.71       | \$ | 9.68        | \$ | 10.88       | \$ | 10.1        |

#### Notes

- \* The Fund became a reporting issuer on December 31, 2015 and accordingly prior period numbers are not available.
- 1 The information is derived from the Fund's unaudited semi-annual and/or 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) from 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.

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#### Series F\*

| Period ended   |    | 30-Jun-2020 |    | 31-Dec-2019 |    | 31-Dec-2018 |    | 31-Dec-2017 |    | 31-Dec-2016 |
|--|----|-------------|----|-------------|----|-------------|----|-------------|----|-------------|
| Net assets per unit <sup>1</sup>                       |    |             |    |             |    |             |    |             |    |             |
| Net assets, beginning of period                        | \$ | 10.73       | \$ | 9.70        | \$ | 10.88       | \$ | 10.16       | \$ | 10.00       |
| Operations:  |    |             |    |             |    |             |    |             |    |             |
| Total revenue  |    | 0.20        |    | 0.37        |    | 0.36        |    | 0.38        |    | 0.33        |
| Total expenses   |    | (0.07)      |    | (0.13)      |    | (0.14)      |    | (0.13)      |    | (0.11)      |
| Realized gains (losses)                                |    | (0.23)      |    | (0.22)      |    | (0.34)      |    | 0.06        |    | (0.28)      |
| Unrealized gains (losses)                              |    | (0.49)      |    | 1.03        |    | (0.85)      |    | 0.90        |    | 0.71        |
| Total increase (decrease) from operations <sup>2</sup> | \$ | (0.59)      | \$ | 1.05        | \$ | (0.97)      | \$ | 1.21        | \$ | 0.65        |
| Distributions:   |    |             |    |             |    |             |    |             |    |             |
| From income (excluding dividends)                      | \$ | (0.02)      | \$ | -           | \$ | -           | \$ | -           | \$ | -           |
| From dividends   |    | (0.09)      |    | (0.23)      |    | (0.22)      |    | (0.23)      |    | (0.21)      |
| From capital gains                                     |    | -           |    | -           |    | -           |    | -           |    | -           |
| Total distributions <sup>2 3</sup>                     | \$ | (0.11)      | \$ | (0.23)      | \$ | (0.22)      | \$ | (0.23)      | \$ | (0.21)      |
| Net assets, end of period <sup>2 3</sup>               | \$ | 10.01       | \$ | 10.73       | \$ | 9.70        | \$ | 10.88       | \$ | 10.16       |
|  |    |             |    |             |    |             |    |             |    |             |
| Ratios and supplemental data                           |    |             |    |             |    |             |    |             |    |             |
| Net asset value <sup>4</sup>                           | \$ | 3,299,067   | \$ | 3,182,399   | \$ | 1,555,179   | \$ | 1,640,922   | \$ | 432,256     |
| Units outstanding                                      |    | 329,640     |    | 296,473     |    | 160,298     |    | 150,826     |    | 42,558      |
| Management expense ratio <sup>5</sup>                  | %  | 1.15        | %  | 1.12        | %  | 1.14        | %  | 1.12        | %  | 0.93        |
|  |    |             |    |             |    |             |    |             |    |             |

| Ratios and supplemental data                          |    |           |    |           |    |           |    |           |    |         |
|---|----|-----------|----|-----------|----|-----------|----|-----------|----|---------|
| Net asset value <sup>4</sup>                          | \$ | 3,299,067 | \$ | 3,182,399 | \$ | 1,555,179 | \$ | 1,640,922 | \$ | 432,256 |
| Units outstanding                                     |    | 329,640   |    | 296,473   |    | 160,298   |    | 150,826   |    | 42,558  |
| Management expense ratio <sup>5</sup>                 | %  | 1.15      | %  | 1.12      | %  | 1.14      | %  | 1.12      | %  | 0.93    |
| Management expense ratio before waivers or absorption |    | 1.98      |    | 1.93      |    | 2.33      |    | 3.26      |    | 6.11    |
| Portfolio turnover rate <sup>6</sup>                  |    | 93.41     |    | 34.1      |    | 61.1      |    | 35.6      |    | 52.1    |
| Trading expense ratio <sup>7</sup>                    |    | 0.09      |    | 0.2       |    | 0.2       |    | 0.3       |    | 0.3     |
| Net asset value per unit, end of period               | \$ | 10.01     | \$ | 10.73     | \$ | 9.70      | \$ | 10.88     | \$ | 10.16   |

#### Notes

- \* The Fund became a reporting issuer on December 31, 2015 and accordingly prior period numbers are not available.
- 1 The information is derived from the Fund's unaudited semi-annual and/or 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) from 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.

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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 1.50% per annum for Series A units and 0.75% per annum for Series F units.

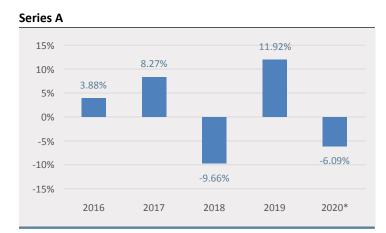
Service fees or trailing commissions of a maximum of 0.75% per annum are paid on Series A units to dealers. This comprises approximately 50% of the management fee of Series A units.

### Past Performance

The Fund became a reporting issuer on December 31, 2015. Accordingly, returns are shown for the relevant period as indicated below.

The performance information assumes that any distributions are reinvested in additional securities of the Fund. The performance information does not take into account sales, redemption, distribution or other optional charges that would have reduced returns or performance. Past performance does not necessarily indicate how the series will perform in the future.

#### Year-by-Year Returns





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### Summary of Investment Portfolio

|  |   | % of NAV |                               |    | % of NAV |
|--|---|----------|-------------------------------|----|----------|
| Top 25 Issuers                                 |   |          | Asset Mix                     |    |          |
| Cash and Cash Equivalents                      | % | 5.5      | Canadian Equities             | %  | 21.6     |
| Enbridge Inc. (Equity)                         |   | 3.1      | Canadian Fixed Income         |    | 11.4     |
| Air Canada (Debt)                              |   | 2.9      | Cash and Cash Equivalents     |    | 5.5      |
| GE Capital (Debt)                              |   | 2.9      | Foreign Fixed Income          |    | 18.8     |
| Maxar Technologies Inc. (Debt)                 |   | 2.7      | International Equities        |    | 13.0     |
| Microsoft Inc. (Equity)                        |   | 2.6      | Other Assets less Liabilities |    | 0.8      |
| Rwe Aktiengesellscha FT (Equity)               |   | 2.6      | Preferred Shares              |    | 11.7     |
| WSP Global (Equity)                            |   | 2.5      | US Equities                   |    | 17.2     |
| L'Air Liquide S.A. (Equity)                    |   | 2.3      | Total                         | %  | 100.0    |
| NextEra Energy Inc. (Equity)                   |   | 2.2      | Sector                        |    |          |
| Bombardier Inc. (Debt)                         |   | 2.1      | Cash and Cash Equivalents     | %  | 5.5      |
| Transurban Group (Equity)                      |   | 2.1      | Communication Services        |    | 5.8      |
| Manulife Financial (Equity)                    |   | 2.0      | Consumer Discretionary        |    | 0.8      |
| Algonquin Power & Utilities Corp. (Equity)     |   | 2.0      | Consumer Staples              |    | 3.4      |
| iShares Preferred & Income Securities (Equity) |   | 2.0      | Energy                        |    | 18.0     |
| Procter & Gamble Company (Equity)              |   | 2.0      | Financials                    |    | 17.7     |
| Intact Financial Corp. (Equity)                |   | 1.9      | Health Care                   |    | 1.1      |
| Granite Real Estate Investment Trust (Equity)  |   | 1.9      | Industrials                   |    | 21.2     |
| Tele 2 (Equity)                                |   | 1.9      | Information Technology        |    | 9.2      |
| Canadian Apartment Property REIT (Equity)      |   | 1.8      | Materials                     |    | 3.5      |
| Pembina Pipeline Corporation (Equity)          |   | 1.8      | Other Assets less Liabilities |    | 0.8      |
| National Bank (Equity)                         |   | 1.7      | Real Estate                   |    | 5.5      |
| Ford Credit Canada Company (Debt)              |   | 1.6      | Utilities                     |    | 7.5      |
| Swiss Life Holdings (Equity)                   |   | 1.5      | Total                         | %  | 100.0    |
| American Airlines Inc. (Debt)                  |   | 1.5      | 10(a)                         | /0 | 100.0    |
| Total  | % | 57.1     |                               |    |          |



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