Annual Management Report of Fund Performance As at December 31, 2023

# Lysander-Triasima All Country Equity Fund



# **TRIASII'IA**

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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-Triasima All Country Equity Fund (the "Fund") contains financial highlights for the year ended December 31, 2023 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, 2023. 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 St., Suite 4000, Toronto, Ontario, M4N 3N1, by visiting our website at www.lysanderfunds.com or at SEDAR+ at www.sedarplus.ca.

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 provide long-term capital growth by investing primarily in equity securities of companies anywhere in the world.

### **Investment Strategies**

The Fund's portfolio manager is Triasima Portfolio Management Inc. ("Portfolio Manager" or "Triasima").The Fund's portfolio is primarily invested in equity securities of companies globally, 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**

During the year, Triasima employed its unique Three-Pillar Approach methodology which analyzes securities from three perspectives: quantitative, fundamental, and trend, to determine their suitability and attractiveness for the Fund.

The Fund returns for the year ended December 31, 2023 were 15.0% for Series A and 14.8% for Series F.

The net assets of the Fund were approximately \$5.0 million at December 31, 2023 from \$4.4 million at the beginning of the year. There were net subscriptions of approximately \$265 thousand during the year.

The prevalent theme in 2023 was the rise in the "Magnificent 7" consisting of Alphabet, Amazon, Apple, Meta Platforms, Microsoft, NVIDIA, and Tesla, all American companies. These stocks experienced significant price increases during the year due to their rapid growth generally, but also because of the hype surrounding artificial intelligence and the anticipation of slower interest rate hikes. The Fund held Amazon, Microsoft, Nvidia, and Alphabet, but only for an average cumulative weight of 4.5% which was significantly below the benchmark allocation.

An overweight position in the defensive Healthcare was also detrimental to relative performance. This was more than offset by positive security selection Eli Lilly and Novo Nordisk which rose 57% and 51% respectively, as their obesity drugs gained worldwide adoption. The cash drag also had a negative impact during such a strong year as 2023, despite the cash reserve averaging only 3.3% of the Fund. From a "regions of the world" perspective, Japanese stock selection was also detrimental to relative performance. Export oriented holdings did well but not those relying on strong domestic demand

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 or as described below.

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

# **Recent Developments**

Interest rates started rising two years ago and the effects of a higher cost of money have since permeated all aspects of the economy. A slow-motion slowdown has been ongoing in 2023, with the consumer facing multiple pressures due to higher inflation and higher borrowing costs. The strong labor market has supported confidence and spending, especially in North America, but it is beginning to lose steam. In the latter part of the year, Central banks have acknowledged the slowing economies and eased off on monetary policy tightening, with several choosing to pause their rate hike initiatives. At its last meeting in 2023, the American Federal Reserve pointed to possible rate cuts in 2024 concerning its benchmark rate.

The 22.8% progression by the MSCI ACWI was driven by gains in the large capitalization technology and new economy securities. This dominance by a handful of mega cap companies was a key theme, driven by the excitement surrounding the potential applications of artificial intelligence. Consequently, the Information Technology, Communication Services, and Consumer Discretionary sectors where these large 'Magnificent 7' companies are located, outperformed with an average return of 37%.

One overall objective of Fund turnover during the year was to gradually add to the underrepresented Information Technology sector. Notable new names include the semiconductor companies Super Micro Devices (United States), ASML (Netherlands) and Synopsys (United States). At year-end, the Fund is nonetheless still significantly underweight this sector. The large overweight in the Healthcare sector was reduced, mainly through the sales of American managed care companies UnitedHealth and Elevance Health as well as European companies. This decision was influenced by the anticipation of normalized utilization rates as the impact of COVID-19 diminishes, which could potentially put pressure on the margins of said companies. Some degree of geopolitical risks persists. The war in Ukraine went through its second year and a new conflict erupted between Israel and Hamas in Gaza. Meanwhile, the COVID-19 pandemic petered out during 2023.

From a regional perspective, the presence in North American companies was reduced to 53% of the Fund, a significant underweight compared to the benchmark's 65.29%. The proceeds were reinvested in Europe and Latin America, most notably Mexico. Latin American is now a significant overweight at 11% for the Fund versus 1% for the MSCI ACWI. Developed Asian names have also been reduced over the past six months and the Fund is now equally weighted in this region.

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 involving the Fund.

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

# **Related Party Transactions**

The Manager provides or arranges to provide 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 \$43,345 (including HST) in management fees to the Manager for the year ended December 31, 2023 (December 31, 20222 - \$46,353).

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. Portfolio management fees for the Portfolio Manager's services are paid from the management fee.

The Manager paid \$21,551 (including HST) to the Portfolio Manager for the year ended December 31, 2023 (December 31, 2022 - \$22,524).

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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**

Year ended		31-Dec-2023		31-Dec-2022		31-Dec-2021		31-Dec-2020		31-Dec-2019
Net assets per unit <sup>1</sup>										
Net assets, beginning of year	\$	11.84	\$	15.81	\$	16.01	\$	12.95	\$	11.24
Operations:										
Total revenue		0.19		0.26		0.17		0.18		0.21
Total expenses		(0.29)		(0.33)		(0.39)		(0.33)		(0.35)
Realized gains (losses)		0.29		1.69		2.99		(0.11)		(0.53)
Unrealized gains (losses)		1.71		(6.08)		(0.71)		3.19		2.40
Total increase (decrease) from operations <sup>2</sup>	\$	1.90	\$	(4.46)	\$	2.06	\$	2.93	\$	1.73
Distributions:										
From income (excluding dividends)	\$	-	\$	-	\$	-	\$	-	\$	-
From dividends		(0.08)		(0.05)		-		-		-
From capital gains		(0.35)		(0.86)		(2.01)		-		
Total distributions <sup>2 3</sup>	\$	(0.43)	\$	(0.91)	\$	(2.01)	\$	-	\$	-
Net assets, end of year <sup>2 3</sup>	\$	13.21	\$	11.84	\$	15.81	\$	16.01	\$	12.95
Ratios and supplemental data										
Net asset value <sup>4</sup>	\$	17,397	\$	61,512	\$	218,195	\$	262,172	\$	260,276
Units outstanding		1,317		5,195		13,805		16,372		20,104
Management expense ratio <sup>5</sup>	%	2.12	%	2.13	%	2.12	%	2.12	%	2.55
Management expense ratio before waivers or absorption		2.70		2.95		2.53		2.61		2.86
Portfolio turnover rate <sup>6</sup>		93.13		128.25		65.30		47.82		82.50
Trading expense ratio <sup>7</sup>		0.33		0.43		0.27		0.15		0.30
Net asset value per unit, end of year										

#### Notes

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) 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. Effective January 1, 2020, the Fund paid a management fee of 1.80% (formerly 2.00%) per annum for Series A units and 0.80% (formerly 1.00%) per annum for Series F units.
- 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

Year ended	31-Dec-2023	31-Dec-2022	31-Dec-2021	31-Dec-2020	31-Dec-2019
Net assets per unit <sup>1</sup>					
Net assets, beginning of year	\$ 12.56	\$ 16.69	\$ 16.78	\$ 13.41	\$ 11.51
Operations:					
Total revenue	0.20	0.25	0.18	0.18	0.21
Total expenses	(0.15)	(0.18)	(0.20)	(0.18)	(0.21)
Realized gains (losses)	0.31	0.99	3.16	(0.14)	(0.52)
Unrealized gains (losses)	1.51	(4.27)	(0.79)	3.23	2.26
Total increase (decrease) from operations <sup>2</sup>	\$ 1.87	\$ (3.21)	\$ 2.35	\$ 3.09	\$ 1.74
Distributions:					
From income (excluding dividends)	\$ -	\$ -	\$ -	\$ -	\$ -
From dividends	(0.07)	(0.06)	-	-	-
From capital gains	(0.30)	(0.96)	(2.34)	-	-
Total distributions <sup>2 3</sup>	\$ (0.37)	\$ (1.02)	\$ (2.34)	\$ -	\$ -
Net assets, end of year <sup>2 3</sup>	\$ 14.07	\$ 12.56	\$ 16.69	\$ 16.78	\$ 13.41
Ratios and supplemental data					
Net asset value <sup>4</sup>	\$ 4,990,697	\$ 4,423,271	\$ 5,947,880	\$ 5,750,186	\$ 5,937,305
Unite outstanding	354 760	352 221	356 303	3/12 711	112 656

	Ŷ	4,550,057	Ŷ	4,420,271	Ŷ	0,547,000	Ŷ	0,700,100	Ŷ	0,507,000
Units outstanding		354,769		352,221		356,393		342,711		442,656
Management expense ratio <sup>5</sup>	%	0.98	%	1.00	%	0.99	%	0.99	%	1.42
Management expense ratio before waivers or absorption		1.46		1.62		1.39		1.42		1.74
Portfolio turnover rate <sup>6</sup>		93.13		128.25		65.30		47.82		82.50
Trading expense ratio <sup>7</sup>		0.33		0.43		0.27		0.15		0.30
Net asset value per unit, end of year	\$	14.07	\$	12.56	\$	16.69	\$	16.78	\$	13.41

#### Notes

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) 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. Effective January 1, 2020, the Fund paid a management fee of 1.80% (formerly 2.00%) per annum for Series A units and 0.80% (formerly 1.00%) per annum for Series F units.
- 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 management fee, based on the net asset value of each Series, calculated daily and payable monthly. Effective January 1, 2020, the Fund will pay a management fee at a rate of 1.80% per annum for Series A units and at a rate of 0.80% per annum for Series F units.

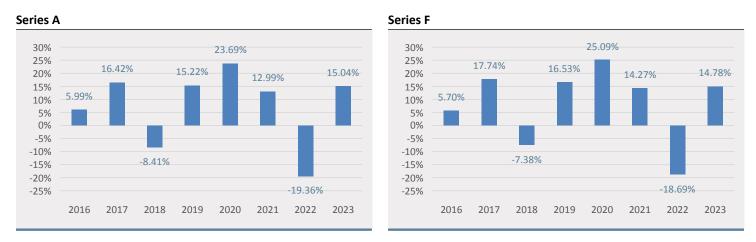
Service fees or trailing commissions of a maximum of 1.00% per annum were paid on Series A units to dealers. This comprises approximately 55.6% of the management fee of Series A units.

# **Past Performance**

The Fund became a reporting issuer on December 31, 2015. Accordingly, returns are shown for the relevant period/years 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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### **Annual Compound Returns**

The following table shows the Fund's annual compound return for each period indicated, compared with MSCI All Country World (CAD) Index (the "Index"). 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, 2023		1 Year		3 Year <sup>2</sup>		5 Year <sup>2</sup>		Since Inception <sup>3</sup>
Annual Compound Return								
Series A <sup>1</sup>	%	15.04	%	1.58	%	8.36	%	6.77
Series F <sup>1</sup>		14.78		2.17		9.22		7.56
MSCI All Country World (CAD) Index <sup>4</sup>	%	19.23	%	6.98	%	10.99	%	9.11

Notes

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

2 Compound period returns are annualized.

3 Period starting from December 31, 2015. Since inception returns are annualized.

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# Summary of Investment Portfolio

		% of NAV
Top 25 Issuers		
Cash and Cash Equivalents	%	5.6
Novo Nordisk A/S		3.1
Wolters Kluwer Nv		3.0
Microsoft Corp.		2.7
Alphabet Inc.		2.6
Amerisourcebergen Corp.		2.5
Mckesson Corp.		2.5
Itochu Corp.		2.4
Corp Inmobiliaria Vesta Sab De		2.3
Eli Lilly & Co		2.3
Vertex Pharmaceuticals Inc.		2.3
Nvidia Corp.		2.1
Sumitomo Mitsui Financial Grou		2.0
Fomento Economico Mexicano Sab		2.0
Grupo Comercial Chedraui Sa De		1.9
Palo Alto Networks Inc.		1.9
JP Morgan Chase & Co.		1.8
Ferrari Nv		1.8
Republic Services Inc.		1.7
Abb Ltd		1.7
Air Liquide Sa		1.7
Roper Technologies Inc		1.6
Eaton Corp Plc		1.6
Visa Inc.		1.5
Hsbc Holdings Plc		1.5
Total	%	56.1

		% of NAV
Asset Mix		
Cash and Cash Equivalents	%	5.6
Foreign Equities		94.1
Other Assets less Liabilities		0.3
Total	%	100.0
Sector		
Cash and Cash Equivalents	%	5.6
Communication Services		8.0
Consumer Discretionary		14.3
Consumer Staples		7.1
Energy		2.0
Financials		18.2
Industrials		8.0
Information Technology		15.5
Materials		3.7
Other Assets less Liabilities		0.3
Utilities		1.2
Health Care		16.1
Total	%	100.0



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