

# Model Portfolio Detail Report

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# Portfolio Snapshot : Paterson Balanced

**Portfolio Value**  
\$10,000.00

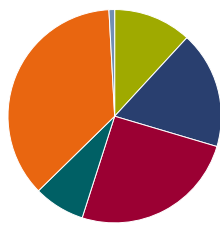
**Avg. Fund MER (%)**  
2.17

**Est. Annual Fund Expense**  
\$222.11

**Portfolio Yield (%)**  
1.37

**Benchmark**  
Custom

## Analysis 03-31-2017



### Asset Allocation

- Cash
- Canadian Equity
- US Equity
- International Equity
- Fixed Income
- Other/Not Classified

| Portfolio Net % | Bmark Net % |
|-----------------|-------------|
| 11.83           | 0.18        |
| 17.75           | 19.58       |
| 25.34           | 20.46       |
| 7.75            | 19.94       |
| 36.47           | 39.82       |
| <b>0.86</b>     | <b>0.02</b> |

### Morningstar Equity Style Box %

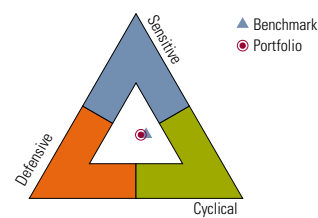
|       |       |        |       |                      |
|-------|-------|--------|-------|----------------------|
| 11    | 21    | 26     | Large | Total Stock Holdings |
| 10    | 11    | 12     |       | 260                  |
| 4     | 4     | 1      |       | % Not Classified     |
|       |       |        | 0     |                      |
| Value | Blend | Growth |       |                      |
| 0-10  | 10-25 | 25-50  | >50   |                      |

### Morningstar Fixed Income Style Box %

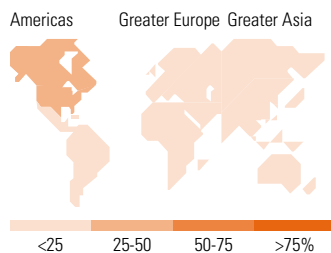
|      |       |       |      |                     |
|------|-------|-------|------|---------------------|
| 0    | 0     | 0     | High | Total Bond Holdings |
| 0    | 0     | 91    |      | 4,258               |
| 0    | 0     | 0     |      | % Not Classified    |
|      |       |       | 9    |                     |
| Ltd  | Mod   | Ext   |      |                     |
| 0-10 | 10-25 | 25-50 | >50  |                     |

## Stock Analysis 03-31-2017

### Stock Sectors



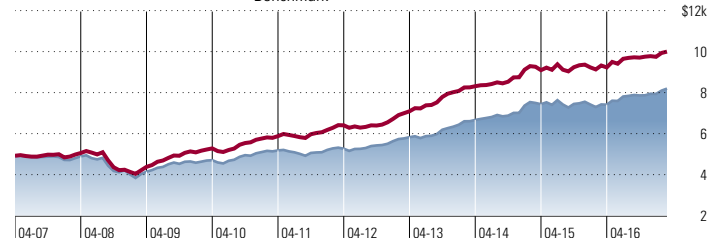
### World Regions



## Performance 03-31-2017

### Investment Activity Graph

Initial Mkt Val: \$4,922 Final Mkt Val: \$10,000



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>38.18</b>  | <b>43.75</b> |
| Basic Matls           | 1.49          | 7.82         |
| Consumer Cycl         | 20.18         | 9.07         |
| Financial Svs         | 13.97         | 23.14        |
| Real Estate           | 2.54          | 3.72         |
| <b>Sensitive</b>      | <b>35.81</b>  | <b>36.20</b> |
| Commun Svs            | 5.18          | 4.75         |
| Energy                | 5.31          | 10.89        |
| Industrials           | 12.54         | 10.78        |
| Technology            | 12.78         | 9.78         |
| <b>Defensive</b>      | <b>26.01</b>  | <b>20.05</b> |
| Consumer Def          | 12.09         | 8.39         |
| Healthcare            | 13.06         | 8.44         |
| Utilities             | 0.86          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Greater Europe</b> | <b>8.16</b>   | <b>20.97</b> |
| United Kingdom        | 1.77          | 5.84         |
| Europe-Developed      | 5.28          | 14.90        |
| Europe-Emerging       | 0.00          | 0.00         |
| Africa/Middle East    | 1.11          | 0.23         |
| <b>Greater Asia</b>   | <b>7.08</b>   | <b>12.25</b> |
| Japan                 | 1.96          | 7.79         |
| Australasia           | 2.82          | 2.57         |
| Asia-Developed        | 0.99          | 1.56         |
| Asia-Emerging         | 1.31          | 0.33         |
| <b>Americas</b>       | <b>84.76</b>  | <b>66.78</b> |
| Canada                | 34.95         | 32.65        |
| United States         | 49.80         | 34.11        |
| Latin America         | 0.01          | 0.02         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

### Trailing Returns

|                      | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|----------------------|-------|-------|-------|------|-------|
| Portfolio Return     | 2.26  | 7.27  | 6.60  | 9.28 | 7.41  |
| Benchmark Return     | 3.14  | 10.41 | 7.45  | 9.04 | 5.29  |
| +/- Benchmark Return | -0.88 | -3.14 | -0.85 | 0.24 | 2.12  |

### Calendar Returns

|      | Portfolio (%) | Benchmark (%) | +/- Benchmark |
|------|---------------|---------------|---------------|
| YTD  | 2.26          | 3.14          | -0.88         |
| 2016 | 4.41          | 5.20          | -0.79         |
| 2015 | 7.05          | 7.72          | -0.67         |
| 2014 | 9.06          | 10.61         | -1.55         |
| 2013 | 22.43         | 15.15         | 7.28          |
| 2012 | 7.97          | 8.13          | -0.16         |
| 2011 | 6.43          | 1.02          | 5.41          |
| 2010 | 11.05         | 8.54          | 2.51          |
| 2009 | 21.08         | 10.10         | 10.98         |
| 2008 | -15.12        | -13.23        | -1.89         |

### Best/Worst Time Periods

|          | Best %                      | Worst %                      |
|----------|-----------------------------|------------------------------|
| 3 Months | 10.63 ( Mar 2009-May 2009 ) | -17.16 ( Sep 2008-Nov 2008 ) |
| 1 Year   | 27.98 ( Mar 2009-Feb 2010 ) | -17.27 ( Mar 2008-Feb 2009 ) |
| 3 Years  | 15.88 ( Mar 2009-Feb 2012 ) | 1.31 ( Jun 2007-May 2010 )   |

## Holdings 03-31-2017

### Top 6 holdings out of 6

|                                        | Holding Value \$ | % Assets |
|----------------------------------------|------------------|----------|
| Dynamic Advantage Bond (CAD)           | 2,500            | 25.00    |
| Fidelity Canadian Large Cap Sr B (CAD) | 2,500            | 25.00    |
| Mackenzie Ivy Foreign Equity A (CAD)   | 2,000            | 20.00    |
| RBC Global Corporate Bond Sr A (CAD)   | 1,000            | 10.00    |
| Sentry Small/Mid Cap Income A (CAD)    | 1,000            | 10.00    |
| TD US Blue Chip Equity - A (CAD)       | 1,000            | 10.00    |

# Portfolio Snapshot : Paterson Balanced

**Portfolio Value**

\$10,000.00

**Avg. Fund MER (%)**

2.17

**Est. Annual Fund Expense**

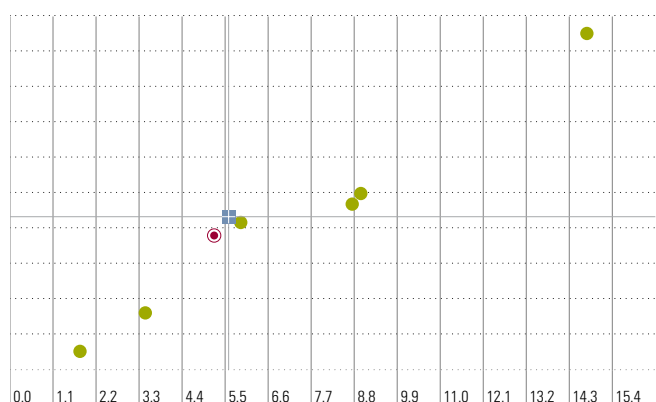
\$222.11

**Portfolio Yield (%)**

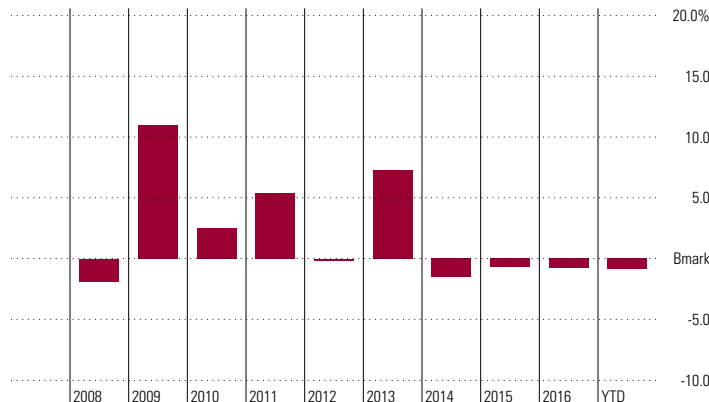
1.37

**Benchmark**

Custom

**Risk Analysis 03-31-2017**
**Risk/Reward Scatterplot**
● Portfolio ● Holdings ■ Bmark 3 Year Mean


3 Year Standard Deviation

**Performance History Graph**
■ Portfolio Calendar Returns +/- Benchmark in %

**Risk and Return Statistics**

|                    | 1 Yr      |       | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 4.37      | 3.90  | 5.22      | 5.59  | 4.93      | 5.10  | 6.53      | 6.69  |
| Mean               | 7.27      | 10.41 | 6.60      | 7.45  | 9.28      | 9.04  | 7.41      | 5.29  |
| Sharpe Ratio       | 1.57      | 2.55  | 1.17      | 1.25  | 1.75      | 1.65  | 0.96      | 0.63  |
| Sortino Ratio      | 4.45      | 19.81 | 2.32      | 2.45  | 3.81      | 3.30  | 1.41      | 0.89  |

**MPT Statistics**

|                   | 1 Yr Portfolio | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-------------------|----------------|----------------|----------------|-----------------|
| Alpha             | -3.43          | -0.08          | 1.12           | 2.36            |
| Beta              | 1.06           | 0.89           | 0.89           | 0.91            |
| R-Squared         | 89.41          | 90.54          | 84.75          | 87.48           |
| Information Ratio | -1.87          | -0.49          | 0.12           | 0.86            |
| Tracking Error    | 1.68           | 1.73           | 1.99           | 2.48            |

**Portfolio-Level Performance Disclosure**

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown. The performance data reflects monthly portfolio rebalancing.

**Fundamental Analysis 03-31-2017**
**Market Maturity**

|                   | Portfolio | Bmark |
|-------------------|-----------|-------|
| % of Stocks       | 98.68     | 99.61 |
| Developed Markets | 1.32      | 0.39  |
| Emerging Markets  | 0.00      | 0.00  |

**Not Available**

0.00 0.00

**Valuation Multiples**

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 21.28     | 19.26 |
| Price/Book      | 2.64      | 2.05  |
| Price/Sales     | 1.24      | 1.61  |
| Price/Cash Flow | 12.01     | 10.22 |

**Profitability**

|             | Portfolio | Bmark   |
|-------------|-----------|---------|
| % of Stocks | 2017-03   | 2017-03 |

|              |       |       |
|--------------|-------|-------|
| Net Margin   | 11.00 | 12.91 |
| ROE          | 17.08 | 15.28 |
| ROA          | 5.76  | 4.78  |
| Debt/Capital | 41.00 | 36.90 |

**Geometric Avg Capitalization (\$Mil)**

|           |           |
|-----------|-----------|
| Portfolio | 25,182.63 |
| Benchmark | 49,449.19 |

**Credit Quality Breakdown**

|         | % of Bonds |
|---------|------------|
| AAA     | 17.65      |
| AA      | 26.79      |
| A       | 21.30      |
| BBB     | 21.11      |
| BB      | 4.35       |
| B       | 1.45       |
| Below B | 0.23       |
| NR      | 7.12       |

**Interest Rate Risk**

|                    | Bonds | % Not Available |
|--------------------|-------|-----------------|
| Avg Eff Maturity   | —     | 100.00          |
| Avg Eff Duration   | —     | 100.00          |
| Avg Credit Quality | A     | 8.56            |
| Avg Wtd Coupon     | 3.56  | 0.00            |

**Upside & Downside Capture Ratio 03-31-2017**

|                    | 1 Yr     | 3 Yr    | 5 Yr    | 10 Yr    | 15 Yr |
|--------------------|----------|---------|---------|----------|-------|
| Portfolio Upside   | 88.52 ↑  | 91.81 ↑ | 97.28 ↑ | 106.60 ↑ | — ↑   |
| Portfolio Downside | 321.52 ↓ | 96.71 ↓ | 84.29 ↓ | 81.06 ↓  | — ↓   |

# Portfolio Snapshot : Paterson Balanced

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.00     | 2.17              | \$222.11                 | 1.37                | Custom    |

## Standardized and Tax Adjusted Returns

An annualized rate of return is a cumulative return for a longer period (13+ months), expressed as an equivalent annual compounded rate. Compounded rates of return include the effects of interest-on-interest.

## Total Returns (%) 03-31-2017

|                                        | % Assets | 1Yr          | 3Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date    | Expenses Paid (C \$) | MER         | Avg. Exp. Ratio of Cat. % |
|----------------------------------------|----------|--------------|--------------|--------------|-------------|-----------------|-------------------|----------------------|-------------|---------------------------|
| Dynamic Advantage Bond (CAD)           | 25.00    | 1.19         | 1.36         | 2.03         | 3.30        | 2.47            | 11-08-2000        | <b>40.13</b>         | <b>1.58</b> | <b>1.14</b>               |
| Fidelity Canadian Large Cap Sr B (CAD) | 25.00    | 6.72         | 7.19         | 11.75        | 9.93        | 9.59            | 02-01-1988        | <b>58.33</b>         | <b>2.28</b> | <b>1.79</b>               |
| Mackenzie Ivy Foreign Equity A (CAD)   | 20.00    | 5.10         | 8.50         | 11.44        | 6.16        | 8.00            | 10-16-1992        | <b>51.49</b>         | <b>2.51</b> | <b>1.87</b>               |
| RBC Global Corporate Bond Sr A (CAD)   | 10.00    | 3.62         | 3.10         | 3.57         | 4.85        | 4.32            | 08-23-2004        | <b>17.71</b>         | <b>1.74</b> | <b>1.27</b>               |
| Sentry Small/Mid Cap Income A (CAD)    | 10.00    | 21.58        | 8.02         | 13.62        | 13.08       | 12.82           | 07-28-2005        | <b>28.28</b>         | <b>2.75</b> | <b>1.95</b>               |
| TD US Blue Chip Equity - A (CAD)       | 10.00    | 18.28        | 15.74        | 18.13        | 8.78        | 2.77            | 11-01-2000        | <b>26.17</b>         | <b>2.55</b> | <b>1.69</b>               |
| <b>Citi Canadian GBI CAD (CAD)</b>     |          | <b>-0.95</b> | <b>2.97</b>  | <b>2.34</b>  | <b>4.05</b> | <b>7.68</b>     | <b>11-01-1986</b> |                      |             |                           |
| <b>MSCI EAFE GR CAD (CAD)</b>          |          | <b>15.73</b> | <b>7.54</b>  | <b>12.63</b> | <b>3.01</b> | <b>9.88</b>     | <b>03-31-1986</b> |                      |             |                           |
| <b>S&amp;P 500 TR CAD (CAD)</b>        |          | <b>20.81</b> | <b>17.55</b> | <b>20.03</b> | <b>9.08</b> | <b>5.90</b>     | <b>01-31-2002</b> |                      |             |                           |
| <b>S&amp;P/TSX Composite TR (CAD)</b>  |          | <b>18.62</b> | <b>5.82</b>  | <b>7.84</b>  | <b>4.70</b> | <b>9.06</b>     | <b>01-03-1977</b> |                      |             |                           |

# Portfolio Snapshot : Paterson Balanced Growth

**Portfolio Value**  
\$10,000.00

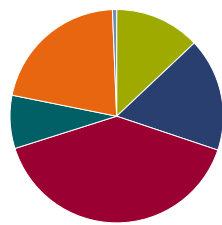
**Avg. Fund MER (%)**  
2.30

**Est. Annual Fund Expense**  
\$235.58

**Portfolio Yield (%)**  
0.82

**Benchmark**  
Custom

## Analysis 03-31-2017



### Asset Allocation

- Cash
- Canadian Equity
- US Equity
- International Equity
- Fixed Income
- Other/Not Classified

|                      | Portfolio Net % | Bmark Net % |
|----------------------|-----------------|-------------|
| Cash                 | 12.97           | 0.09        |
| Canadian Equity      | 17.17           | 24.48       |
| US Equity            | 39.97           | 30.53       |
| International Equity | 8.04            | 24.97       |
| Fixed Income         | 21.21           | 19.91       |
| Other/Not Classified | 0.64            | 0.03        |

### Morningstar Equity Style Box %

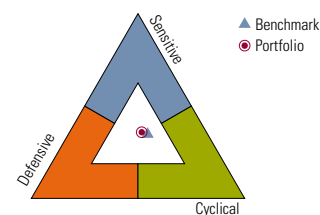
|    |    |    |                                                         |                                                      |           |
|----|----|----|---------------------------------------------------------|------------------------------------------------------|-----------|
| 9  | 17 | 28 | Large                                                   | Total Stock Holdings<br>294<br>% Not Classified<br>0 |           |
| 10 | 10 | 12 |                                                         |                                                      | Mid       |
| 3  | 6  | 5  |                                                         |                                                      | Small     |
|    |    |    | Value                                                   | Blend                                                | Growth    |
|    |    |    | <div><div></div><div></div><div></div><div></div></div> |                                                      |           |
|    |    |    | 0-10                                                    | 10-25                                                | 25-50 >50 |

### Morningstar Fixed Income Style Box %

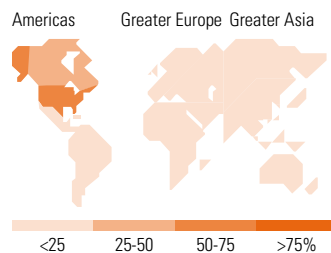
|                                              |     |     |                     |                  |
|----------------------------------------------|-----|-----|---------------------|------------------|
|                                              |     |     | Total Bond Holdings |                  |
| 0                                            | 0   | 0   | High                | 4,258            |
| 0                                            | 0   | 86  | Med                 | % Not Classified |
| 0                                            | 0   | 0   | Low                 | 14               |
| Ltd                                          | Mod | Ext |                     |                  |
| <div><div></div><div></div><div></div></div> |     |     |                     |                  |
| <div>0-1010-2525-50&gt;50</div>              |     |     |                     |                  |

## Stock Analysis 03-31-2017

### Stock Sectors



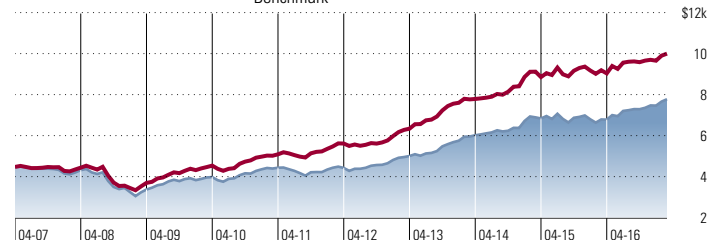
### World Regions



## Performance 03-31-2017

### Investment Activity Graph

Initial Mkt Val: \$4,475 Final Mkt Val: \$10,000



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>35.29</b>  | <b>43.04</b> |
| Basic Matls           | 1.15          | 7.51         |
| Consumer Cycl         | 20.20         | 9.19         |
| Financial Svs         | 11.97         | 22.70        |
| Real Estate           | 1.97          | 3.64         |
| <b>Sensitive</b>      | <b>38.99</b>  | <b>36.48</b> |
| Commun Svs            | 4.12          | 4.71         |
| Energy                | 4.10          | 10.62        |
| Industrials           | 17.27         | 10.75        |
| Technology            | 13.50         | 10.40        |
| <b>Defensive</b>      | <b>25.72</b>  | <b>20.48</b> |
| Consumer Def          | 10.34         | 8.46         |
| Healthcare            | 14.26         | 8.80         |
| Utilities             | 1.12          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Greater Europe</b> | <b>6.28</b>   | <b>19.68</b> |
| United Kingdom        | 1.37          | 5.48         |
| Europe-Developed      | 4.09          | 13.99        |
| Europe-Emerging       | 0.00          | 0.00         |
| Africa/Middle East    | 0.82          | 0.21         |
| <b>Greater Asia</b>   | <b>6.05</b>   | <b>11.53</b> |
| Japan                 | 1.52          | 7.31         |
| Australasia           | 2.19          | 2.41         |
| Asia-Developed        | 0.77          | 1.47         |
| Asia-Emerging         | 1.57          | 0.34         |
| <b>Americas</b>       | <b>87.67</b>  | <b>68.80</b> |
| Canada                | 26.38         | 30.61        |
| United States         | 61.28         | 38.17        |
| Latin America         | 0.01          | 0.02         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                         | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr  | 10 Yr |
|-------------------------|-------|-------|-------|-------|-------|
| <b>Trailing Returns</b> |       |       |       |       |       |
| Portfolio Return        | 3.11  | 8.84  | 8.78  | 12.20 | 8.43  |
| Benchmark Return        | 4.05  | 14.53 | 9.28  | 11.61 | 5.74  |
| +/- Benchmark Return    | -0.94 | -5.69 | -0.50 | 0.59  | 2.69  |

|                         | Portfolio (%) | Benchmark (%) | +/- Benchmark |
|-------------------------|---------------|---------------|---------------|
| <b>Calendar Returns</b> |               |               |               |
| YTD                     | 3.11          | 4.05          | -0.94         |
| 2016                    | 3.53          | 6.99          | -3.46         |
| 2015                    | 11.41         | 9.55          | 1.86          |
| 2014                    | 11.24         | 12.19         | -0.95         |
| 2013                    | 31.08         | 22.14         | 8.94          |
| 2012                    | 10.21         | 10.17         | 0.04          |
| 2011                    | 6.23          | -1.34         | 7.57          |
| 2010                    | 12.29         | 9.15          | 3.14          |
| 2009                    | 23.17         | 13.58         | 9.59          |
| 2008                    | -20.22        | -20.25        | 0.03          |

|                                | Best %                      | Worst %                      |
|--------------------------------|-----------------------------|------------------------------|
| <b>Best/Worst Time Periods</b> |                             |                              |
| 3 Months                       | 12.33 ( Mar 2009-May 2009 ) | -20.90 ( Sep 2008-Nov 2008 ) |
| 1 Year                         | 31.92 ( Mar 2009-Feb 2010 ) | -21.61 ( Mar 2008-Feb 2009 ) |
| 3 Years                        | 19.18 ( Aug 2012-Jul 2015 ) | -1.40 ( Jul 2007-Jun 2010 )  |

## Holdings 03-31-2017

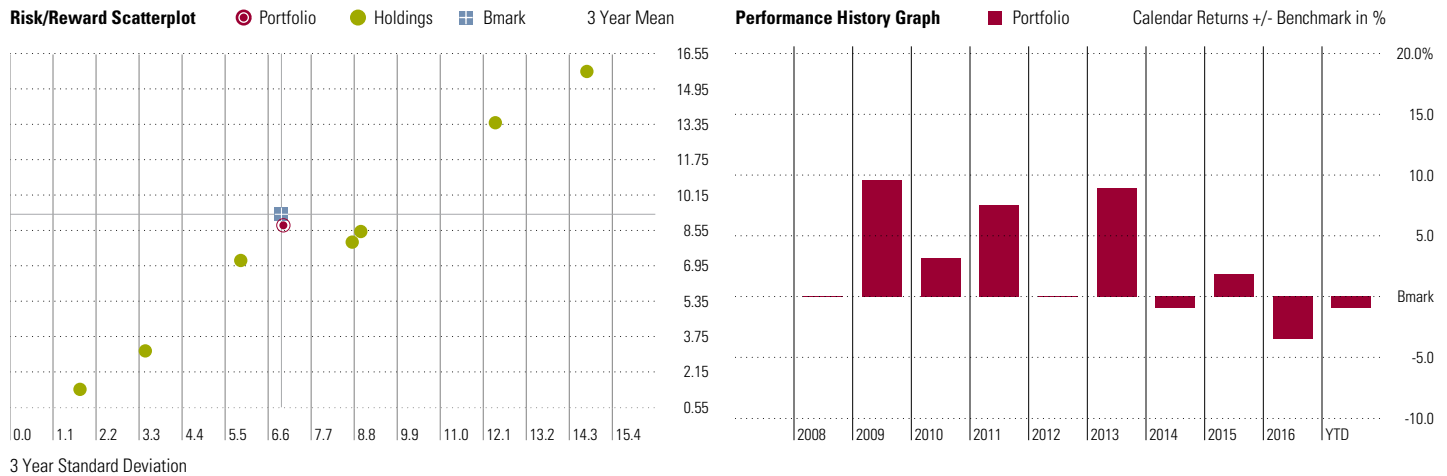
### Top 7 holdings out of 7

|                                        | Holding Value \$ | % Assets |
|----------------------------------------|------------------|----------|
| Fidelity Canadian Large Cap Sr B (CAD) | 2,372            | 23.72    |
| Mackenzie Ivy Foreign Equity A (CAD)   | 1,992            | 19.92    |
| TD US Blue Chip Equity - A (CAD)       | 1,612            | 16.12    |
| Fidelity Small Cap America Sr B (CAD)  | 1,130            | 11.30    |
| Sentry Small/Mid Cap Income A (CAD)    | 981              | 9.81     |
| RBC Global Corporate Bond Sr A (CAD)   | 963              | 9.63     |
| Dynamic Advantage Bond (CAD)           | 949              | 9.49     |

# Portfolio Snapshot : Paterson Balanced Growth

|                        |                          |                                 |                            |                  |
|------------------------|--------------------------|---------------------------------|----------------------------|------------------|
| <b>Portfolio Value</b> | <b>Avg. Fund MER (%)</b> | <b>Est. Annual Fund Expense</b> | <b>Portfolio Yield (%)</b> | <b>Benchmark</b> |
| \$10,000.00            | 2.30                     | \$235.58                        | 0.82                       | Custom           |

## Risk Analysis 03-31-2017



## Risk and Return Statistics

|                    | 1 Yr      |       | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 6.13      | 4.91  | 6.99      | 6.94  | 6.49      | 6.49  | 8.37      | 8.79  |
| Mean               | 8.84      | 14.53 | 8.78      | 9.28  | 12.20     | 11.61 | 8.43      | 5.74  |
| Sharpe Ratio       | 1.39      | 2.87  | 1.20      | 1.28  | 1.79      | 1.70  | 0.89      | 0.55  |
| Sortino Ratio      | 3.41      | 16.60 | 2.34      | 2.39  | 3.88      | 3.27  | 1.32      | 0.76  |

## MPT Statistics

|                   | 1 Yr<br>Portfolio | 3 Yr<br>Portfolio | 5 Yr<br>Portfolio | 10 Yr<br>Portfolio |
|-------------------|-------------------|-------------------|-------------------|--------------------|
| Alpha             | -7.65             | 0.09              | 1.52              | 2.99               |
| Beta              | 1.19              | 0.94              | 0.91              | 0.90               |
| R-Squared         | 91.73             | 86.54             | 82.36             | 88.45              |
| Information Ratio | -2.26             | -0.19             | 0.21              | 0.87               |
| Tracking Error    | 2.52              | 2.59              | 2.78              | 3.11               |

## Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown. The performance data reflects monthly portfolio rebalancing.

## Fundamental Analysis 03-31-2017

|                            |             |             |                                             |                       |
|----------------------------|-------------|-------------|---------------------------------------------|-----------------------|
| <b>Market Maturity</b>     | Portfolio   | Bmark       | <b>Geometric Avg Capitalization (\$Mil)</b> |                       |
| % of Stocks                |             |             | Portfolio                                   | 23,598.68             |
| Developed Markets          | 98.41       | 99.61       | Benchmark                                   | 52,108.69             |
| Emerging Markets           | 1.59        | 0.39        |                                             |                       |
| <b>Not Available</b>       | <b>0.00</b> | <b>0.00</b> | <b>Credit Quality Breakdown</b>             | % of Bonds            |
| <b>Valuation Multiples</b> | Portfolio   | Bmark       | AAA                                         | 15.40                 |
| Price/Earnings             | 21.89       | 19.38       | AA                                          | 20.84                 |
| Price/Book                 | 2.86        | 2.09        | A                                           | 21.28                 |
| Price/Sales                | 1.34        | 1.63        | BBB                                         | 23.62                 |
| Price/Cash Flow            | 12.61       | 10.37       | BB                                          | 5.06                  |
| <b>Profitability</b>       | Portfolio   | Bmark       | B                                           | 2.42                  |
| % of Stocks                | 2017-03     | 2017-03     | Below B                                     | 0.38                  |
| Net Margin                 | 11.09       | 13.00       | NR                                          | 11.00                 |
| ROE                        | 18.07       | 15.65       | <b>Interest Rate Risk</b>                   | Bonds % Not Available |
| ROA                        | 6.21        | 4.93        | Avg Eff Maturity                            | — 100.00              |
| Debt/Capital               | 41.90       | 37.21       | Avg Eff Duration                            | — 100.00              |
|                            |             |             | Avg Credit Quality                          | BBB 13.99             |
|                            |             |             | Avg Wtd Coupon                              | 3.56 0.00             |

## Upside & Downside Capture Ratio 03-31-2017

| Portfolio          | 1 Yr     | 3 Yr    | 5 Yr    | 10 Yr    | 15 Yr |
|--------------------|----------|---------|---------|----------|-------|
| Portfolio Upside   | 85.57 ↑  | 96.48 ↑ | 98.03 ↑ | 103.29 ↑ | — ↑   |
| Portfolio Downside | 395.44 ↓ | 99.12 ↓ | 81.90 ↓ | 78.04 ↓  | — ↓   |

# Portfolio Snapshot : Paterson Balanced Growth

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.00     | 2.30              | \$235.58                 | 0.82                | Custom    |

## Standardized and Tax Adjusted Returns

An annualized rate of return is a cumulative return for a longer period (13+ months), expressed as an equivalent annual compounded rate. Compounded rates of return include the effects of interest-on-interest.

## Total Returns (%) 03-31-2017

|                                        | % Assets | 1Yr          | 3Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date    | Expenses Paid (C \$) | MER  | Avg. Exp. Ratio of Cat. % |
|----------------------------------------|----------|--------------|--------------|--------------|-------------|-----------------|-------------------|----------------------|------|---------------------------|
| Dynamic Advantage Bond (CAD)           | 9.49     | 1.19         | 1.36         | 2.03         | 3.30        | 2.47            | 11-08-2000        | 15.24                | 1.58 | 1.14                      |
| Fidelity Canadian Large Cap Sr B (CAD) | 23.72    | 6.72         | 7.19         | 11.75        | 9.93        | 9.59            | 02-01-1988        | 55.34                | 2.28 | 1.79                      |
| Fidelity Small Cap America Sr B (CAD)  | 11.30    | 6.73         | 13.42        | 20.33        | 9.90        | 10.80           | 04-05-1994        | 26.72                | 2.31 | 1.76                      |
| Mackenzie Ivy Foreign Equity A (CAD)   | 19.92    | 5.10         | 8.50         | 11.44        | 6.16        | 8.00            | 10-16-1992        | 51.30                | 2.51 | 1.87                      |
| RBC Global Corporate Bond Sr A (CAD)   | 9.63     | 3.62         | 3.10         | 3.57         | 4.85        | 4.32            | 08-23-2004        | 17.05                | 1.74 | 1.27                      |
| Sentry Small/Mid Cap Income A (CAD)    | 9.81     | 21.58        | 8.02         | 13.62        | 13.08       | 12.82           | 07-28-2005        | 27.75                | 2.75 | 1.95                      |
| TD US Blue Chip Equity - A (CAD)       | 16.12    | 18.28        | 15.74        | 18.13        | 8.78        | 2.77            | 11-01-2000        | 42.18                | 2.55 | 1.69                      |
| <b>Citi Canadian GBI CAD (CAD)</b>     |          | <b>-0.95</b> | <b>2.97</b>  | <b>2.34</b>  | <b>4.05</b> | <b>7.68</b>     | <b>11-01-1986</b> |                      |      |                           |
| <b>MSCI EAFE GR CAD (CAD)</b>          |          | <b>15.73</b> | <b>7.54</b>  | <b>12.63</b> | <b>3.01</b> | <b>9.88</b>     | <b>03-31-1986</b> |                      |      |                           |
| <b>S&amp;P 500 TR CAD (CAD)</b>        |          | <b>20.81</b> | <b>17.55</b> | <b>20.03</b> | <b>9.08</b> | <b>5.90</b>     | <b>01-31-2002</b> |                      |      |                           |
| <b>S&amp;P/TSX Composite TR (CAD)</b>  |          | <b>18.62</b> | <b>5.82</b>  | <b>7.84</b>  | <b>4.70</b> | <b>9.06</b>     | <b>01-03-1977</b> |                      |      |                           |

# Portfolio Snapshot : Paterson Conservative

**Portfolio Value**  
\$10,000.00

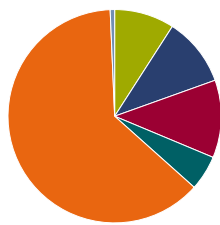
**Avg. Fund MER (%)**  
1.49

**Est. Annual Fund Expense**  
\$151.87

**Portfolio Yield (%)**  
1.65

**Benchmark**  
Custom

## Analysis 03-31-2017



### Asset Allocation

- Cash
- Canadian Equity
- US Equity
- International Equity
- Fixed Income
- Other/Not Classified

| Portfolio Net % | Bmark Net %  |
|-----------------|--------------|
| 9.09            | 0.11         |
| 10.44           | 9.79         |
| 11.78           | 10.23        |
| 5.31            | 9.97         |
| 62.71           | 24.89        |
| <b>0.68</b>     | <b>45.01</b> |

### Morningstar Equity Style Box %

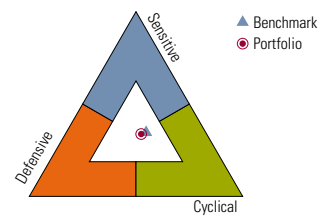
|                      |    |    |       |                             |
|----------------------|----|----|-------|-----------------------------|
| 12                   | 19 | 18 | Large | Total Stock Holdings<br>128 |
| 12                   | 13 | 14 |       |                             |
| 5                    | 6  | 1  |       |                             |
| Value Blend Growth   |    |    | Mid   | % Not Classified<br>0       |
|                      |    |    | Small |                             |
|                      |    |    |       |                             |
| 0-10 10-25 25-50 >50 |    |    |       |                             |

### Morningstar Fixed Income Style Box %

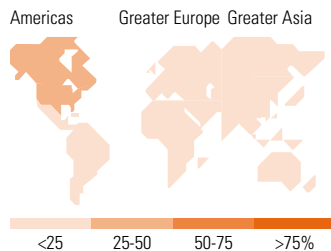
|                      |   |    |      |                              |
|----------------------|---|----|------|------------------------------|
| 68                   | 0 | 0  | High | Total Bond Holdings<br>4,458 |
| 0                    | 0 | 30 |      |                              |
| 0                    | 0 | 0  |      |                              |
| Ltd Mod Ext          |   |    | Med  | % Not Classified<br>2        |
|                      |   |    | Low  |                              |
|                      |   |    |      |                              |
| 0-10 10-25 25-50 >50 |   |    |      |                              |

## Stock Analysis 03-31-2017

### Stock Sectors

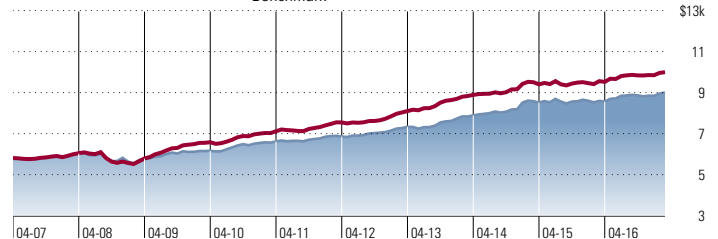


### World Regions



## Performance 03-31-2017

**Investment Activity Graph** — Portfolio Initial Mkt Val: \$5,811 Final Mkt Val: \$10,000  
— Benchmark



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>39.32</b>  | <b>43.75</b> |
| Basic Matls           | 2.12          | 7.82         |
| Consumer Cycl         | 22.24         | 9.07         |
| Financial Svs         | 11.68         | 23.14        |
| Real Estate           | 3.28          | 3.72         |
| <b>Sensitive</b>      | <b>34.27</b>  | <b>36.20</b> |
| Commun Svs            | 4.19          | 4.75         |
| Energy                | 6.49          | 10.89        |
| Industrials           | 15.34         | 10.78        |
| Technology            | 8.25          | 9.78         |
| <b>Defensive</b>      | <b>26.41</b>  | <b>20.05</b> |
| Consumer Def          | 12.50         | 8.39         |
| Healthcare            | 12.43         | 8.44         |
| Utilities             | 1.48          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Greater Europe</b> | <b>10.70</b>  | <b>20.97</b> |
| United Kingdom        | 2.75          | 5.84         |
| Europe-Developed      | 7.15          | 14.90        |
| Europe-Emerging       | 0.00          | 0.00         |
| Africa/Middle East    | 0.80          | 0.23         |
| <b>Greater Asia</b>   | <b>8.59</b>   | <b>12.25</b> |
| Japan                 | 2.80          | 7.79         |
| Australasia           | 4.27          | 2.57         |
| Asia-Developed        | 1.41          | 1.56         |
| Asia-Emerging         | 0.11          | 0.33         |
| <b>Americas</b>       | <b>80.71</b>  | <b>66.78</b> |
| Canada                | 37.92         | 32.65        |
| United States         | 42.79         | 34.11        |
| Latin America         | 0.00          | 0.02         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                         | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr | 10 Yr |
|-------------------------|-------|-------|-------|------|-------|
| <b>Trailing Returns</b> |       |       |       |      |       |
| Portfolio Return        | 1.45  | 4.61  | 4.21  | 5.78 | 5.61  |
| Benchmark Return        | 1.77  | 4.75  | 4.74  | 5.49 | 4.51  |
| +/- Benchmark Return    | -0.32 | -0.14 | -0.53 | 0.29 | 1.10  |

|                         | Portfolio (%) | Benchmark (%) | +/- Benchmark |
|-------------------------|---------------|---------------|---------------|
| <b>Calendar Returns</b> |               |               |               |
| YTD                     | 1.45          | 1.77          | -0.32         |
| 2016                    | 3.65          | 2.24          | 1.41          |
| 2015                    | 3.79          | 5.67          | -1.88         |
| 2014                    | 6.07          | 7.46          | -1.39         |
| 2013                    | 11.74         | 7.64          | 4.10          |
| 2012                    | 5.62          | 4.63          | 0.99          |
| 2011                    | 5.13          | 3.96          | 1.17          |
| 2010                    | 7.78          | 6.53          | 1.25          |
| 2009                    | 14.55         | 5.00          | 9.55          |
| 2008                    | -4.58         | -1.15         | -3.43         |

|                                | Best %                      | Worst %                     |
|--------------------------------|-----------------------------|-----------------------------|
| <b>Best/Worst Time Periods</b> |                             |                             |
| 3 Months                       | 6.22 ( Mar 2009-May 2009 )  | -8.55 ( Sep 2008-Nov 2008 ) |
| 1 Year                         | 18.63 ( Mar 2009-Feb 2010 ) | -6.74 ( Mar 2008-Feb 2009 ) |
| 3 Years                        | 10.63 ( Mar 2009-Feb 2012 ) | 3.91 ( Jun 2007-May 2010 )  |

## Holdings 03-31-2017

### Top 6 holdings out of 6

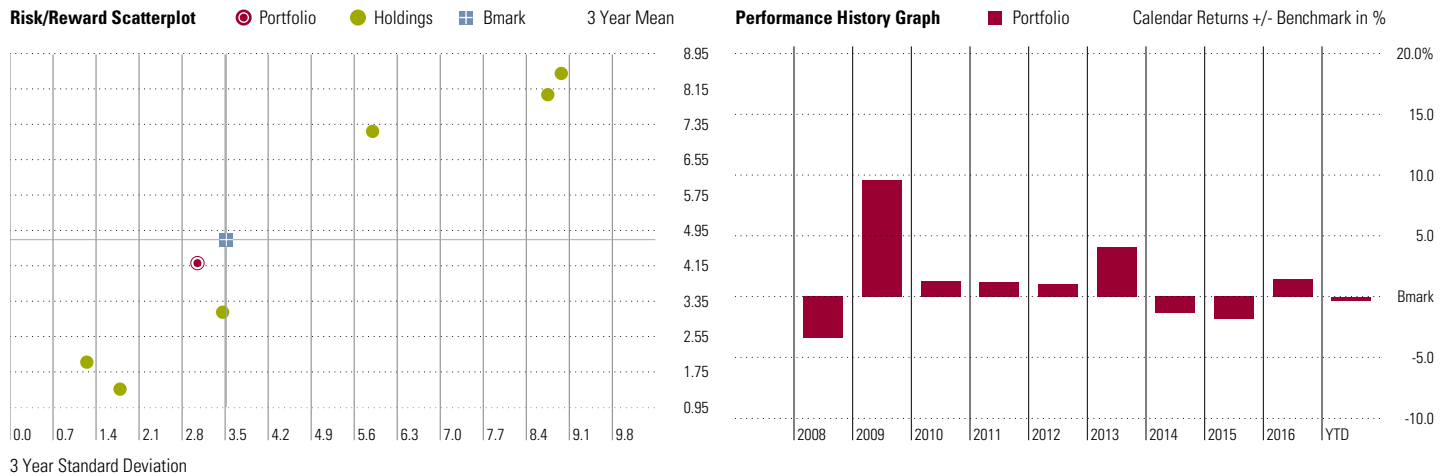
|                                         | Holding Value \$ | % Assets |
|-----------------------------------------|------------------|----------|
| PH&N Short Term Bond & Mortgage D (CAD) | 4,478            | 44.78    |
| Mackenzie Ivy Foreign Equity A (CAD)    | 1,546            | 15.46    |
| Sentry Small/Mid Cap Income A (CAD)     | 1,015            | 10.15    |
| RBC Global Corporate Bond Sr A (CAD)    | 996              | 9.96     |
| Dynamic Advantage Bond (CAD)            | 982              | 9.82     |
| Fidelity Canadian Large Cap Sr B (CAD)  | 982              | 9.82     |



# Portfolio Snapshot : Paterson Conservative

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.00     | 1.49              | \$151.87                 | 1.65                | Custom    |

## Risk Analysis 03-31-2017



### Risk and Return Statistics

|                    | 1 Yr      |       | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 2.29      | 2.42  | 3.05      | 3.52  | 2.79      | 3.13  | 3.55      | 3.67  |
| Mean               | 4.61      | 4.75  | 4.21      | 4.74  | 5.78      | 5.49  | 5.61      | 4.51  |
| Sharpe Ratio       | 1.81      | 1.77  | 1.19      | 1.19  | 1.82      | 1.53  | 1.21      | 0.89  |
| Sortino Ratio      | 7.34      | 5.26  | 2.47      | 2.62  | 4.22      | 3.47  | 1.90      | 1.39  |

### MPT Statistics

|                   | 1 Yr Portfolio | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-------------------|----------------|----------------|----------------|-----------------|
| Alpha             | 0.27           | 0.19           | 1.14           | 1.47            |
| Beta              | 0.90           | 0.82           | 0.81           | 0.87            |
| R-Squared         | 90.88          | 90.01          | 83.14          | 79.68           |
| Information Ratio | -0.19          | -0.47          | 0.23           | 0.64            |
| Tracking Error    | 0.73           | 1.14           | 1.27           | 1.73            |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown. The performance data reflects monthly portfolio rebalancing.

## Fundamental Analysis 03-31-2017

### Market Maturity

|                   | Portfolio | Bmark |
|-------------------|-----------|-------|
| % of Stocks       | 99.89     | 99.61 |
| Developed Markets | 0.11      | 0.39  |
| Emerging Markets  | 0.00      | 0.00  |

### Valuation Multiples

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 20.50     | 19.26 |
| Price/Book      | 2.45      | 2.05  |
| Price/Sales     | 1.07      | 1.61  |
| Price/Cash Flow | 11.24     | 10.22 |

### Profitability

|              | Portfolio | Bmark   |
|--------------|-----------|---------|
| % of Stocks  | 2017-03   | 2017-03 |
| Net Margin   | 9.40      | 12.91   |
| ROE          | 16.93     | 15.28   |
| ROA          | 5.42      | 4.78    |
| Debt/Capital | 42.02     | 36.90   |

### Geometric Avg Capitalization (\$Mil)

|           |           |
|-----------|-----------|
| Portfolio | 15,624.18 |
| Benchmark | 49,449.19 |

### Credit Quality Breakdown

|         | % of Bonds |
|---------|------------|
| AAA     | 34.51      |
| AA      | 21.52      |
| A       | 13.80      |
| BBB     | 16.29      |
| BB      | 1.77       |
| B       | 0.85       |
| Below B | 0.13       |
| NR      | 11.13      |

### Interest Rate Risk

|                    | Bonds | % Not Available |
|--------------------|-------|-----------------|
| Avg Eff Maturity   | —     | 100.00          |
| Avg Eff Duration   | —     | 100.00          |
| Avg Credit Quality | A     | 2.14            |
| Avg Wtd Coupon     | 2.89  | 0.00            |

## Upside & Downside Capture Ratio 03-31-2017

|                    | 1 Yr    | 3 Yr    | 5 Yr    | 10 Yr    | 15 Yr |
|--------------------|---------|---------|---------|----------|-------|
| Portfolio Upside   | 88.81 ↑ | 86.32 ↑ | 93.63 ↑ | 103.37 ↑ | — ↑   |
| Portfolio Downside | 58.38 ↓ | 81.89 ↓ | 62.57 ↓ | 71.20 ↓  | — ↓   |

## Portfolio Snapshot : Paterson Conservative

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.00     | 1.49              | \$151.87                 | 1.65                | Custom    |

### Standardized and Tax Adjusted Returns

An annualized rate of return is a cumulative return for a longer period (13+ months), expressed as an equivalent annual compounded rate. Compounded rates of return include the effects of interest-on-interest.

### Total Returns (%) 03-31-2017

|                                           | % Assets | 1Yr          | 3Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date    | Expenses Paid (C \$) | MER  | Avg. Exp. Ratio of Cat. % |
|-------------------------------------------|----------|--------------|--------------|--------------|-------------|-----------------|-------------------|----------------------|------|---------------------------|
| Dynamic Advantage Bond (CAD)              | 9.82     | 1.19         | 1.36         | 2.03         | 3.30        | 2.47            | 11-08-2000        | 15.77                | 1.58 | 1.14                      |
| Fidelity Canadian Large Cap Sr B (CAD)    | 9.82     | 6.72         | 7.19         | 11.75        | 9.93        | 9.59            | 02-01-1988        | 22.90                | 2.28 | 1.79                      |
| Mackenzie Ivy Foreign Equity A (CAD)      | 15.46    | 5.10         | 8.50         | 11.44        | 6.16        | 8.00            | 10-16-1992        | 39.81                | 2.51 | 1.87                      |
| PH&N Short Term Bond & Mortgage D (CAD)   | 44.78    | 1.30         | 1.97         | 2.08         | 3.20        | 4.60            | 12-31-1993        | 27.03                | 0.60 | 1.02                      |
| RBC Global Corporate Bond Sr A (CAD)      | 9.96     | 3.62         | 3.10         | 3.57         | 4.85        | 4.32            | 08-23-2004        | 17.64                | 1.74 | 1.27                      |
| Sentry Small/Mid Cap Income A (CAD)       | 10.15    | 21.58        | 8.02         | 13.62        | 13.08       | 12.82           | 07-28-2005        | 28.71                | 2.75 | 1.95                      |
| <b>Citi Canadian GBI 3-5 Yr CAD (CAD)</b> |          | <b>-0.63</b> | <b>1.94</b>  | <b>1.95</b>  | <b>3.55</b> | <b>6.85</b>     | <b>11-01-1986</b> |                      |      |                           |
| <b>Citi Canadian GBI CAD (CAD)</b>        |          | <b>-0.95</b> | <b>2.97</b>  | <b>2.34</b>  | <b>4.05</b> | <b>7.68</b>     | <b>11-01-1986</b> |                      |      |                           |
| <b>MSCI EAFE GR CAD (CAD)</b>             |          | <b>15.73</b> | <b>7.54</b>  | <b>12.63</b> | <b>3.01</b> | <b>9.88</b>     | <b>03-31-1986</b> |                      |      |                           |
| <b>S&amp;P 500 TR CAD (CAD)</b>           |          | <b>20.81</b> | <b>17.55</b> | <b>20.03</b> | <b>9.08</b> | <b>5.90</b>     | <b>01-31-2002</b> |                      |      |                           |
| <b>S&amp;P/TSX Composite TR (CAD)</b>     |          | <b>18.62</b> | <b>5.82</b>  | <b>7.84</b>  | <b>4.70</b> | <b>9.06</b>     | <b>01-03-1977</b> |                      |      |                           |

# Portfolio Snapshot : Paterson Growth

**Portfolio Value**  
\$10,000.00

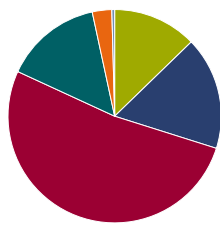
**Avg. Fund MER (%)**  
2.46

**Est. Annual Fund Expense**  
\$252.72

**Portfolio Yield (%)**  
0.31

**Benchmark**  
Custom

## Analysis 03-31-2017



### Asset Allocation

- Cash
- Canadian Equity
- US Equity
- International Equity
- Fixed Income
- Other/Not Classified

| Portfolio Net % | Bmark Net % |
|-----------------|-------------|
| 12.74           | 0.00        |
| 17.13           | 34.27       |
| 52.00           | 35.73       |
| 14.75           | 29.96       |
| 2.96            | 0.00        |
| <b>0.42</b>     | <b>0.03</b> |

### Morningstar Equity Style Box %

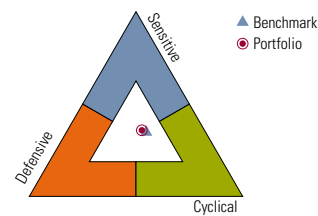
|       |       |        |       |                      |
|-------|-------|--------|-------|----------------------|
| 8     | 19    | 33     | Large | Total Stock Holdings |
| 9     | 9     | 10     |       | 322                  |
| 3     | 5     | 4      |       | % Not Classified     |
| Value | Blend | Growth | Mid   | 0                    |
| Small |       |        |       |                      |
| 0-10  | 10-25 | 25-50  | >50   |                      |

### Morningstar Fixed Income Style Box %

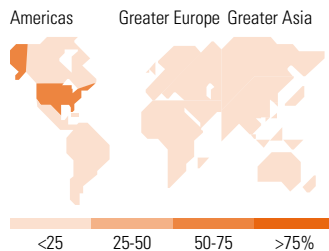
|      |       |       |      |                     |
|------|-------|-------|------|---------------------|
| 0    | 0     | 0     | High | Total Bond Holdings |
| 0    | 0     | 0     |      | 10                  |
| 0    | 0     | 0     |      | % Not Classified    |
| Ltd  | Mod   | Ext   | Med  | 100                 |
| Low  |       |       |      |                     |
| 0-10 | 10-25 | 25-50 | >50  |                     |

## Stock Analysis 03-31-2017

### Stock Sectors



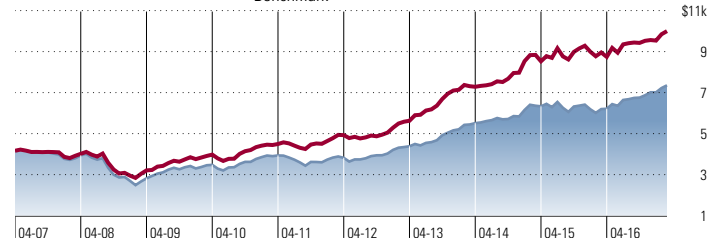
### World Regions



## Performance 03-31-2017

### Investment Activity Graph

Initial Mkt Val: \$4,166 Final Mkt Val: \$10,000



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>37.63</b>  | <b>43.65</b> |
| Basic Matls           | 2.52          | 7.78         |
| Consumer Cycl         | 21.51         | 8.93         |
| Financial Svs         | 12.03         | 23.22        |
| Real Estate           | 1.57          | 3.72         |
| <b>Sensitive</b>      | <b>38.93</b>  | <b>36.56</b> |
| Commun Svs            | 3.52          | 4.76         |
| Energy                | 3.59          | 11.19        |
| Industrials           | 16.77         | 10.67        |
| Technology            | 15.05         | 9.94         |
| <b>Defensive</b>      | <b>23.44</b>  | <b>19.79</b> |
| Consumer Def          | 8.66          | 8.24         |
| Healthcare            | 13.87         | 8.34         |
| Utilities             | 0.91          | 3.21         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Greater Europe</b> | <b>9.09</b>   | <b>18.89</b> |
| United Kingdom        | 1.27          | 5.26         |
| Europe-Developed      | 7.19          | 13.42        |
| Europe-Emerging       | 0.00          | 0.00         |
| Africa/Middle East    | 0.63          | 0.21         |
| <b>Greater Asia</b>   | <b>7.87</b>   | <b>11.06</b> |
| Japan                 | 2.34          | 7.01         |
| Australasia           | 1.69          | 2.32         |
| Asia-Developed        | 1.01          | 1.41         |
| Asia-Emerging         | 2.83          | 0.32         |
| <b>Americas</b>       | <b>83.04</b>  | <b>70.05</b> |
| Canada                | 20.45         | 34.28        |
| United States         | 61.96         | 35.75        |
| Latin America         | 0.63          | 0.02         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                      | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr  | 10 Yr |
|----------------------|-------|-------|-------|-------|-------|
| Portfolio Return     | 4.56  | 11.63 | 11.00 | 15.15 | 9.21  |
| Benchmark Return     | 4.82  | 18.67 | 10.53 | 13.60 | 5.93  |
| +/- Benchmark Return | -0.26 | -7.04 | 0.47  | 1.55  | 3.28  |

|                         | Portfolio (%) | Benchmark (%) | +/- Benchmark |
|-------------------------|---------------|---------------|---------------|
| <b>Calendar Returns</b> |               |               |               |
| YTD                     | 4.56          | 4.82          | -0.26         |
| 2016                    | 3.00          | 9.40          | -6.40         |
| 2015                    | 16.47         | 9.83          | 6.64          |
| 2014                    | 12.24         | 13.15         | -0.91         |
| 2013                    | 40.66         | 28.06         | 12.60         |
| 2012                    | 12.11         | 11.88         | 0.23          |
| 2011                    | 3.72          | -4.35         | 8.07          |
| 2010                    | 12.81         | 10.10         | 2.71          |
| 2009                    | 24.63         | 18.41         | 6.22          |
| 2008                    | -24.48        | -27.40        | 2.92          |

|                                | Best %                      | Worst %                      |
|--------------------------------|-----------------------------|------------------------------|
| <b>Best/Worst Time Periods</b> |                             |                              |
| 3 Months                       | 13.64 ( Mar 2009-May 2009 ) | -24.13 ( Sep 2008-Nov 2008 ) |
| 1 Year                         | 40.66 ( Jan 2013-Dec 2013 ) | -25.50 ( Dec 2007-Nov 2008 ) |
| 3 Years                        | 24.35 ( Aug 2012-Jul 2015 ) | -4.18 ( Jul 2007-Jun 2010 )  |

## Holdings 03-31-2017

### Top 6 holdings out of 6

|                                             | Holding Value \$ | % Assets |
|---------------------------------------------|------------------|----------|
| TD US Blue Chip Equity - A (CAD)            | 2,676            | 26.76    |
| Fidelity Canadian Large Cap Sr B (CAD)      | 2,363            | 23.63    |
| Mackenzie Ivy Foreign Equity A (CAD)        | 1,985            | 19.85    |
| Fidelity Small Cap America Sr B (CAD)       | 1,126            | 11.26    |
| Sentry Small/Mid Cap Income A (CAD)         | 978              | 9.78     |
| CI Black Creek Global Leaders Class A (CAD) | 873              | 8.73     |

# Portfolio Snapshot : Paterson Growth

**Portfolio Value**  
\$10,000.00

**Avg. Fund MER (%)**  
2.46

**Est. Annual Fund Expense**  
\$252.72

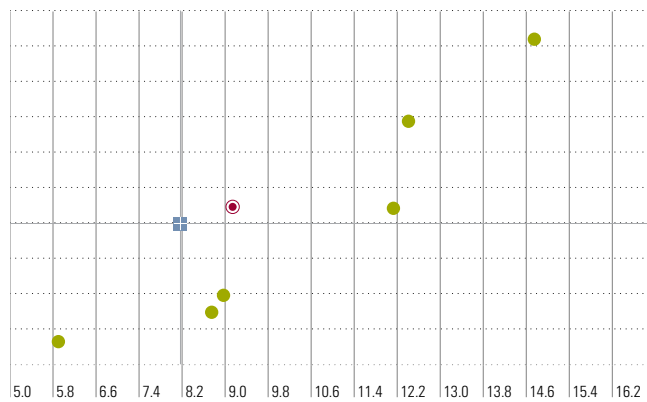
**Portfolio Yield (%)**  
0.31

**Benchmark**  
Custom

## Risk Analysis 03-31-2017

### Risk/Reward Scatterplot

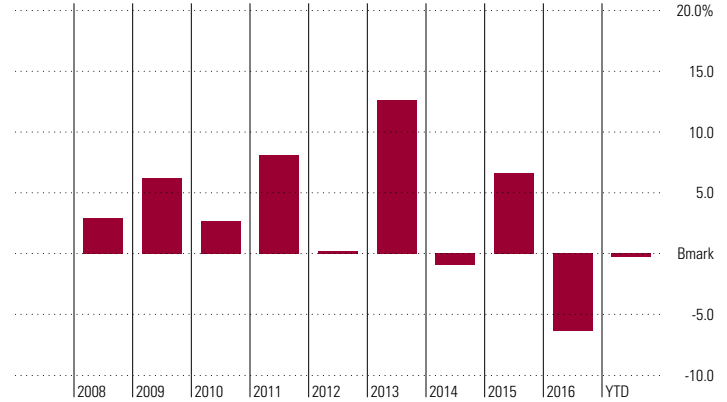
● Portfolio ● Holdings ■ Bmark 3 Year Mean



3 Year Standard Deviation

### Performance History Graph

■ Portfolio Calendar Returns +/- Benchmark in %



### Risk and Return Statistics

|                    | 1 Yr      |       | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 8.21      | 5.74  | 9.14      | 8.17  | 8.48      | 7.87  | 10.46     | 11.04 |
| Mean               | 11.63     | 18.67 | 11.00     | 10.53 | 15.15     | 13.60 | 9.21      | 5.93  |
| Sharpe Ratio       | 1.39      | 3.18  | 1.18      | 1.25  | 1.74      | 1.67  | 0.80      | 0.48  |
| Sortino Ratio      | 3.07      | 13.47 | 2.27      | 2.23  | 3.67      | 3.05  | 1.21      | 0.65  |

### MPT Statistics

|                   | 1 Yr Portfolio | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-------------------|----------------|----------------|----------------|-----------------|
| Alpha             | -11.59         | 0.47           | 2.08           | 3.61            |
| Beta              | 1.33           | 1.00           | 0.95           | 0.88            |
| R-Squared         | 86.55          | 80.60          | 77.29          | 86.92           |
| Information Ratio | -1.76          | 0.12           | 0.38           | 0.79            |
| Tracking Error    | 3.99           | 4.01           | 4.07           | 4.13            |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown. The performance data reflects monthly portfolio rebalancing.

## Fundamental Analysis 03-31-2017

### Market Maturity

|                   | Portfolio | Bmark |
|-------------------|-----------|-------|
| % of Stocks       | 96.54     | 99.62 |
| Developed Markets | 3.46      | 0.38  |
| Emerging Markets  | 0.00      | 0.00  |

### Not Available

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 22.71     | 19.31 |
| Price/Book      | 2.93      | 2.08  |
| Price/Sales     | 1.45      | 1.64  |
| Price/Cash Flow | 12.88     | 10.32 |

### Profitability

|              | Portfolio | Bmark   |
|--------------|-----------|---------|
| % of Stocks  | 2017-03   | 2017-03 |
| Net Margin   | 11.52     | 12.96   |
| ROE          | 17.96     | 15.38   |
| ROA          | 6.30      | 4.79    |
| Debt/Capital | 40.78     | 37.01   |

### Geometric Avg Capitalization (\$Mil)

| Portfolio | 28,132.91 |
|-----------|-----------|
| Benchmark | 49,736.19 |

### Credit Quality Breakdown

|         | % of Bonds |
|---------|------------|
| AAA     | 41.89      |
| AA      | 0.00       |
| A       | 0.00       |
| BBB     | 0.00       |
| BB      | 0.00       |
| B       | 4.27       |
| Below B | 0.00       |
| NR      | 53.83      |

### Interest Rate Risk

|                    | Bonds | % Not Available |
|--------------------|-------|-----------------|
| Avg Eff Maturity   | —     | 100.00          |
| Avg Eff Duration   | —     | 100.00          |
| Avg Credit Quality | —     | 100.00          |
| Avg Wtd Coupon     | 1.52  | 0.00            |

## Upside & Downside Capture Ratio 03-31-2017

|                    | 1 Yr     | 3 Yr     | 5 Yr     | 10 Yr   | 15 Yr |
|--------------------|----------|----------|----------|---------|-------|
| Portfolio Upside   | 75.06 ↑  | 100.15 ↑ | 100.22 ↑ | 99.59 ↑ | — ↑   |
| Portfolio Downside | 222.40 ↓ | 94.25 ↓  | 77.37 ↓  | 74.43 ↓ | — ↓   |

## Portfolio Snapshot : Paterson Growth

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.00     | 2.46              | \$252.72                 | 0.31                | Custom    |

### Standardized and Tax Adjusted Returns

An annualized rate of return is a cumulative return for a longer period (13+ months), expressed as an equivalent annual compounded rate. Compounded rates of return include the effects of interest-on-interest.

### Total Returns (%) 03-31-2017

|                                             | % Assets | 1Yr          | 3Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date    | Expenses Paid (C \$) | MER         | Avg. Exp. Ratio of Cat. % |
|---------------------------------------------|----------|--------------|--------------|--------------|-------------|-----------------|-------------------|----------------------|-------------|---------------------------|
| CI Black Creek Global Leaders Class A (CAD) | 8.73     | 15.27        | 10.96        | 17.30        | 7.52        | 6.91            | 02-01-2005        | <b>22.21</b>         | <b>2.48</b> | <b>1.87</b>               |
| Fidelity Canadian Large Cap Sr B (CAD)      | 23.63    | 6.72         | 7.19         | 11.75        | 9.93        | 9.59            | 02-01-1988        | <b>55.12</b>         | <b>2.28</b> | <b>1.79</b>               |
| Fidelity Small Cap America Sr B (CAD)       | 11.26    | 6.73         | 13.42        | 20.33        | 9.90        | 10.80           | 04-05-1994        | <b>26.62</b>         | <b>2.31</b> | <b>1.76</b>               |
| Mackenzie Ivy Foreign Equity A (CAD)        | 19.85    | 5.10         | 8.50         | 11.44        | 6.16        | 8.00            | 10-16-1992        | <b>51.10</b>         | <b>2.51</b> | <b>1.87</b>               |
| Sentry Small/Mid Cap Income A (CAD)         | 9.78     | 21.58        | 8.02         | 13.62        | 13.08       | 12.82           | 07-28-2005        | <b>27.65</b>         | <b>2.75</b> | <b>1.95</b>               |
| TD US Blue Chip Equity - A (CAD)            | 26.76    | 18.28        | 15.74        | 18.13        | 8.78        | 2.77            | 11-01-2000        | <b>70.03</b>         | <b>2.55</b> | <b>1.69</b>               |
| <b>MSCI EAFE GR CAD (CAD)</b>               |          | <b>15.73</b> | <b>7.54</b>  | <b>12.63</b> | <b>3.01</b> | <b>9.88</b>     | <b>03-31-1986</b> |                      |             |                           |
| <b>S&amp;P 500 TR CAD (CAD)</b>             |          | <b>20.81</b> | <b>17.55</b> | <b>20.03</b> | <b>9.08</b> | <b>5.90</b>     | <b>01-31-2002</b> |                      |             |                           |
| <b>S&amp;P/TSX Composite TR (CAD)</b>       |          | <b>18.62</b> | <b>5.82</b>  | <b>7.84</b>  | <b>4.70</b> | <b>9.06</b>     | <b>01-03-1977</b> |                      |             |                           |

# Portfolio Snapshot : Paterson Moderate Balanced

**Portfolio Value**  
\$10,000.03

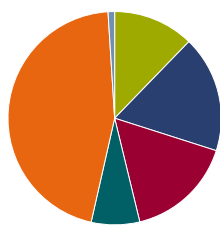
**Avg. Fund MER (%)**  
2.08

**Est. Annual Fund Expense**  
\$212.62

**Portfolio Yield (%)**  
1.70

**Benchmark**  
Custom

## Analysis 03-31-2017



### Asset Allocation

- Cash
- Canadian Equity
- US Equity
- International Equity
- Fixed Income
- Other/Not Classified

|                      | Portfolio Net % | Bmark Net % |
|----------------------|-----------------|-------------|
| Cash                 | 12.25           | 0.22        |
| Canadian Equity      | 17.68           | 14.69       |
| US Equity            | 16.29           | 20.30       |
| International Equity | 7.33            | 15.00       |
| Fixed Income         | 45.46           | 49.78       |
| Other/Not Classified | 1.00            | 0.02        |

### Morningstar Equity Style Box %

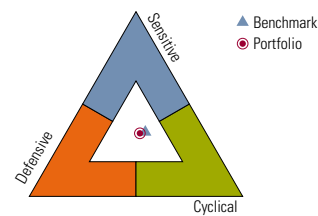
|                                                                                    |       |        |       |                      |                  |   |
|------------------------------------------------------------------------------------|-------|--------|-------|----------------------|------------------|---|
| 13                                                                                 | 22    | 17     | Large | Total Stock Holdings | 128              |   |
| 12                                                                                 | 13    | 13     |       | Mid                  | % Not Classified | 0 |
| 4                                                                                  | 5     | 1      |       | Small                |                  |   |
| Value                                                                              | Blend | Growth |       |                      |                  |   |
|  |       |        |       |                      |                  |   |
| 0-10                                                                               | 10-25 | 25-50  | >50   |                      |                  |   |

### Morningstar Fixed Income Style Box %

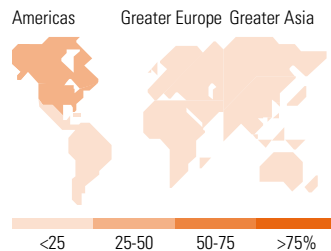
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|-----|-----|-----|---------------------|
|     |     |     | Total Bond Holdings |
| 0   | 0   | 0   | 4,258               |
| 0   | 0   | 93  | % Not Classified    |
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## Stock Analysis 03-31-2017

### Stock Sectors

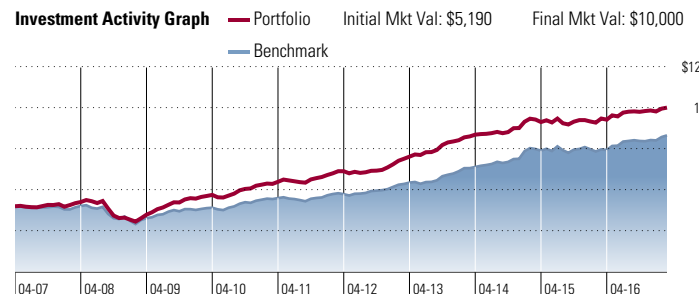


### World Regions



## Performance 03-31-2017

### Investment Activity Graph



|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Cyclical</b>       | <b>37.42</b>  | <b>42.60</b> |
| Basic Matls           | 1.79          | 7.33         |
| Consumer Cycl         | 18.97         | 9.26         |
| Financial Svs         | 13.56         | 22.42        |
| Real Estate           | 3.10          | 3.59         |
| <b>Sensitive</b>      | <b>35.18</b>  | <b>36.67</b> |
| Commun Svs            | 5.69          | 4.69         |
| Energy                | 6.53          | 10.46        |
| Industrials           | 13.45         | 10.74        |
| Technology            | 9.51          | 10.78        |
| <b>Defensive</b>      | <b>27.40</b>  | <b>20.73</b> |
| Consumer Def          | 14.38         | 8.49         |
| Healthcare            | 12.03         | 9.02         |
| Utilities             | 0.99          | 3.22         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

|                       | Portfolio (%) | Bmark (%)    |
|-----------------------|---------------|--------------|
| <b>Greater Europe</b> | <b>10.24</b>  | <b>18.91</b> |
| United Kingdom        | 2.24          | 5.26         |
| Europe-Developed      | 6.66          | 13.44        |
| Europe-Emerging       | 0.00          | 0.00         |
| Africa/Middle East    | 1.34          | 0.21         |
| <b>Greater Asia</b>   | <b>7.51</b>   | <b>11.07</b> |
| Japan                 | 2.49          | 7.01         |
| Australasia           | 3.58          | 2.31         |
| Asia-Developed        | 1.26          | 1.41         |
| Asia-Emerging         | 0.18          | 0.34         |
| <b>Americas</b>       | <b>82.25</b>  | <b>70.01</b> |
| Canada                | 42.80         | 29.38        |
| United States         | 39.45         | 40.61        |
| Latin America         | 0.00          | 0.02         |
| <b>Not Classified</b> | <b>0.00</b>   | <b>0.00</b>  |

### Trailing Returns

|                      | 3 Mo  | 1 Yr  | 3 Yr  | 5 Yr  | 10 Yr |
|----------------------|-------|-------|-------|-------|-------|
| Portfolio Return     | 1.41  | 5.61  | 5.18  | 7.70  | 6.84  |
| Benchmark Return     | 2.72  | 8.56  | 7.05  | 8.22  | 5.28  |
| +/- Benchmark Return | -1.31 | -2.95 | -1.87 | -0.52 | 1.56  |

### Calendar Returns

|      | Portfolio (%) | Benchmark (%) | +/- Benchmark |
|------|---------------|---------------|---------------|
| YTD  | 1.41          | 2.72          | -1.31         |
| 2016 | 5.00          | 4.25          | 0.75          |
| 2015 | 4.30          | 7.60          | -3.30         |
| 2014 | 7.82          | 10.61         | -2.79         |
| 2013 | 17.87         | 12.63         | 5.24          |
| 2012 | 7.06          | 7.21          | -0.15         |
| 2011 | 6.87          | 2.90          | 3.97          |
| 2010 | 10.89         | 8.16          | 2.73          |
| 2009 | 20.46         | 7.60          | 12.86         |
| 2008 | -12.42        | -8.98         | -3.44         |

### Best/Worst Time Periods

|          | Best %                      | Worst %                      |
|----------|-----------------------------|------------------------------|
| 3 Months | 10.20 ( Mar 2009-May 2009 ) | -15.27 ( Sep 2008-Nov 2008 ) |
| 1 Year   | 27.07 ( Mar 2009-Feb 2010 ) | -15.34 ( Mar 2008-Feb 2009 ) |
| 3 Years  | 15.23 ( Mar 2009-Feb 2012 ) | 2.61 ( Jun 2007-May 2010 )   |

## Holdings 03-31-2017

### Top 5 holdings out of 5

|                                        | Holding Value \$ | % Assets |
|----------------------------------------|------------------|----------|
| Dynamic Advantage Bond (CAD)           | 3,450            | 34.50    |
| Fidelity Canadian Large Cap Sr B (CAD) | 2,463            | 24.63    |
| Mackenzie Ivy Foreign Equity A (CAD)   | 2,069            | 20.69    |
| Sentry Small/Mid Cap Income A (CAD)    | 1,019            | 10.19    |
| RBC Global Corporate Bond Sr A (CAD)   | 1,000            | 10.00    |

# Portfolio Snapshot : Paterson Moderate Balanced

**Portfolio Value**  
\$10,000.03

**Avg. Fund MER (%)**  
2.08

**Est. Annual Fund Expense**  
\$212.62

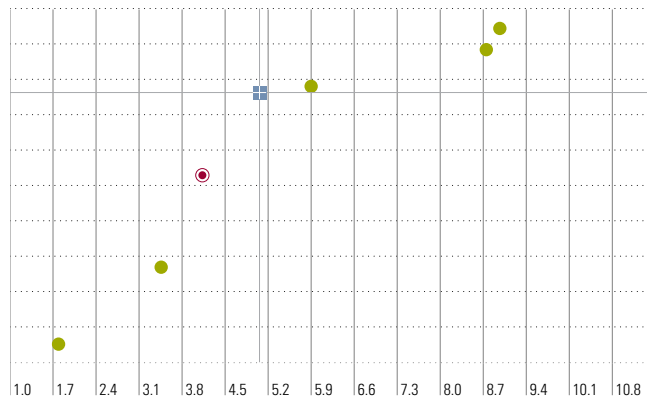
**Portfolio Yield (%)**  
1.70

**Benchmark**  
Custom

## Risk Analysis 03-31-2017

### Risk/Reward Scatterplot

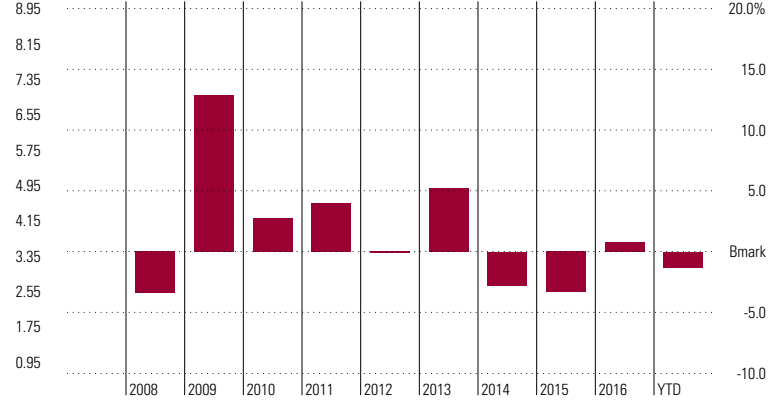
● Portfolio ● Holdings ■ Bmark 3 Year Mean



3 Year Standard Deviation

### Performance History Graph

■ Portfolio Calendar Returns +/- Benchmark in %



### Risk and Return Statistics

|                    | 1 Yr      |       | 3 Yr      |       | 5 Yr      |       | 10 Yr     |       |
|--------------------|-----------|-------|-----------|-------|-----------|-------|-----------|-------|
|                    | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark | Portfolio | Bmark |
| Standard Deviation | 3.24      | 3.67  | 4.13      | 5.06  | 3.98      | 4.51  | 5.62      | 5.67  |
| Mean               | 5.61      | 8.56  | 5.18      | 7.05  | 7.70      | 8.22  | 6.84      | 5.28  |
| Sharpe Ratio       | 1.59      | 2.21  | 1.12      | 1.29  | 1.77      | 1.68  | 1.00      | 0.73  |
| Sortino Ratio      | 4.86      | 10.94 | 2.22      | 2.70  | 3.89      | 3.61  | 1.46      | 1.06  |

### MPT Statistics

|                   | 1 Yr Portfolio | 3 Yr Portfolio | 5 Yr Portfolio | 10 Yr Portfolio |
|-------------------|----------------|----------------|----------------|-----------------|
| Alpha             | -1.48          | -0.33          | 0.99           | 1.92            |
| Beta              | 0.83           | 0.77           | 0.79           | 0.89            |
| R-Squared         | 89.25          | 87.87          | 81.14          | 80.53           |
| Information Ratio | -1.98          | -0.97          | -0.27          | 0.59            |
| Tracking Error    | 1.48           | 1.93           | 1.95           | 2.63            |

### Portfolio-Level Performance Disclosure

The portfolio-level performance shown is hypothetical and for illustrative purposes only. Investor returns will differ from the results shown. The performance data reflects monthly portfolio rebalancing.

## Fundamental Analysis 03-31-2017

### Market Maturity

|                   | Portfolio | Bmark |
|-------------------|-----------|-------|
| % of Stocks       | 99.82     | 99.61 |
| Developed Markets | 0.18      | 0.39  |
| Emerging Markets  | 0.00      | 0.00  |

### Not Available

0.00 0.00

### Valuation Multiples

|                 | Portfolio | Bmark |
|-----------------|-----------|-------|
| Price/Earnings  | 20.05     | 19.45 |
| Price/Book      | 2.39      | 2.11  |
| Price/Sales     | 1.09      | 1.65  |
| Price/Cash Flow | 11.23     | 10.45 |

### Profitability

|              | Portfolio | Bmark   |
|--------------|-----------|---------|
| % of Stocks  | 2017-03   | 2017-03 |
| Net Margin   | 9.82      | 13.05   |
| ROE          | 16.11     | 15.88   |
| ROA          | 5.31      | 5.02    |
| Debt/Capital | 41.36     | 37.40   |

### Geometric Avg Capitalization (\$Mil)

| Portfolio | 16,968.55 |
|-----------|-----------|
| Benchmark | 53,772.51 |

### Credit Quality Breakdown

|         | % of Bonds |
|---------|------------|
| AAA     | 18.29      |
| AA      | 28.63      |
| A       | 21.34      |
| BBB     | 20.37      |
| BB      | 4.14       |
| B       | 1.17       |
| Below B | 0.19       |
| NR      | 5.87       |

### Interest Rate Risk

|                    | Bonds | % Not Available |
|--------------------|-------|-----------------|
| Avg Eff Maturity   | —     | 100.00          |
| Avg Eff Duration   | —     | 100.00          |
| Avg Credit Quality | A     | 6.78            |
| Avg Wtd Coupon     | 3.56  | 0.00            |

## Upside & Downside Capture Ratio 03-31-2017

|                    | 1 Yr    | 3 Yr    | 5 Yr    | 10 Yr    | 15 Yr |
|--------------------|---------|---------|---------|----------|-------|
| Portfolio Upside   | 67.57 ↑ | 74.83 ↑ | 87.82 ↑ | 102.13 ↑ | — ↑   |
| Portfolio Downside | 75.88 ↓ | 76.61 ↓ | 71.97 ↓ | 75.90 ↓  | — ↓   |

## Portfolio Snapshot : Paterson Moderate Balanced

| Portfolio Value | Avg. Fund MER (%) | Est. Annual Fund Expense | Portfolio Yield (%) | Benchmark |
|-----------------|-------------------|--------------------------|---------------------|-----------|
| \$10,000.03     | 2.08              | \$212.62                 | 1.70                | Custom    |

### Standardized and Tax Adjusted Returns

An annualized rate of return is a cumulative return for a longer period (13+ months), expressed as an equivalent annual compounded rate. Compounded rates of return include the effects of interest-on-interest.

### Total Returns (%) 03-31-2017

|                                        | % Assets | 1Yr          | 3Yr          | 5Yr          | 10Yr        | Since Inception | Inception Date    | Expenses Paid (C \$) | MER         | Avg. Exp. Ratio of Cat. % |
|----------------------------------------|----------|--------------|--------------|--------------|-------------|-----------------|-------------------|----------------------|-------------|---------------------------|
| Dynamic Advantage Bond (CAD)           | 34.50    | 1.19         | 1.36         | 2.03         | 3.30        | 2.47            | 11-08-2000        | <b>55.38</b>         | <b>1.58</b> | <b>1.14</b>               |
| Fidelity Canadian Large Cap Sr B (CAD) | 24.63    | 6.72         | 7.19         | 11.75        | 9.93        | 9.59            | 02-01-1988        | <b>57.46</b>         | <b>2.28</b> | <b>1.79</b>               |
| Mackenzie Ivy Foreign Equity A (CAD)   | 20.69    | 5.10         | 8.50         | 11.44        | 6.16        | 8.00            | 10-16-1992        | <b>53.26</b>         | <b>2.51</b> | <b>1.87</b>               |
| RBC Global Corporate Bond Sr A (CAD)   | 10.00    | 3.62         | 3.10         | 3.57         | 4.85        | 4.32            | 08-23-2004        | <b>17.71</b>         | <b>1.74</b> | <b>1.27</b>               |
| Sentry Small/Mid Cap Income A (CAD)    | 10.19    | 21.58        | 8.02         | 13.62        | 13.08       | 12.82           | 07-28-2005        | <b>28.82</b>         | <b>2.75</b> | <b>1.95</b>               |
| <b>Citi Canadian GBI CAD (CAD)</b>     |          | <b>-0.95</b> | <b>2.97</b>  | <b>2.34</b>  | <b>4.05</b> | <b>7.68</b>     | <b>11-01-1986</b> |                      |             |                           |
| <b>MSCI EAFE GR CAD (CAD)</b>          |          | <b>15.73</b> | <b>7.54</b>  | <b>12.63</b> | <b>3.01</b> | <b>9.88</b>     | <b>03-31-1986</b> |                      |             |                           |
| <b>S&amp;P 500 TR CAD (CAD)</b>        |          | <b>20.81</b> | <b>17.55</b> | <b>20.03</b> | <b>9.08</b> | <b>5.90</b>     | <b>01-31-2002</b> |                      |             |                           |
| <b>S&amp;P/TSX Composite TR (CAD)</b>  |          | <b>18.62</b> | <b>5.82</b>  | <b>7.84</b>  | <b>4.70</b> | <b>9.06</b>     | <b>01-03-1977</b> |                      |             |                           |



# Portfolio Snapshot Report

## Disclosure Statement

This report summarizes the composition characteristics of an investment portfolio. It considers broad asset allocation and regional exposures, security style, and sector exposure to provide a variety of ways for considering the level of diversification within a portfolio, its potential riskiness, and its possible behaviour in the future. The weighting of the portfolio in various asset classes, including "Other" is shown in this graph and table. "Other" includes security types that are not neatly classified in the other asset classes, such as convertible bonds and preferred stocks.

Average Fund MER is a weighted average calculation based on reported management expense ratios of the underlying retail, F-class, segregated, and exchange traded fund investments (ETFs) in the portfolio. All other non-applicable security types, as well as, funds for which management expense ratio data is not available, are excluded from the weighted calculation. Estimated Annual Fund Expense is the sum of all available calculated expenses paid for individual fund investments in the portfolio.

Investment portfolios illustrated in this report can be scheduled or unscheduled. Reports generated from the Clients and Portfolios Module and Planning Modules are unscheduled - the user inputs only the portfolio holdings and their current allocations.

Reports generated from the Hypothetical Illustrator Module are scheduled - the user inputs the start date and amount for all investments into and withdrawals from each holding, as well as tax rates, loads, and other factors that would have affected portfolio performance.

### Unscheduled Portfolio Returns

Monthly total returns for unscheduled portfolios are calculated by applying the ending period holding weightings supplied by the user to an individual holding's monthly returns.

In terms of security start date, users can choose between earliest common and earliest available. The earliest common option defaults performance to the first month that all the holdings have inception dates. For example, if Holding A began in 01/01/1985 and Holding B began in 01/01/1990, the earliest common date is 01/01/1990 and portfolio performance would default to this start date.

The earliest available option uses the earliest price date we have available for each holding. Morningstar has information dating back to inception for most mutual funds in our database. Investments cannot be scheduled to start before this date. Morningstar calculates returns using the given allocations assuming monthly rebalancing and portfolio performance defaults to the earliest price date we have available for each holding. Taxes, loads, and sales charges are not taken into account.

### Scheduled Portfolio Trailing Returns

Scheduled Portfolios are customized by the user to account for loads, taxes, cash flows and specific investment dates. Scheduled portfolios use the portfolio's investment history to calculate final market values and returns. For scheduled portfolios, both individual holdings and portfolio returns are internal rate-of-return calculations that reflect the timing and dollar size of all purchases and sales. For stocks and mutual funds, sales charges and tax rates are taken into account as specified by the user (except in the pre-tax returns, which reflect

the impact of sales charges but not taxes). Note that in some scheduled portfolio illustrations, dividends and capital gains distributions, if applicable, are reinvested at the end of the month in which they are made at the month-end closing price.

Both scheduled and unscheduled portfolios are theoretical, are for illustrative purposes only and are not reflective of an investor's actual experience. Performance data given represents past performance and should not be considered indicative of future results.

For mutual funds, total return is not adjusted for sales charges and reflects all ongoing fund expenses for various time periods. These returns assume reinvestment of distributions. If adjusted for sales charges and the effects of taxation, the mutual fund returns would be reduced. For ETFs, total returns are calculated based on its market price as of the end of the business day for the period noted and does not include any fee or expenses incurred in buying or selling such a security like brokerage commission.

Stocks, ETFs and mutual funds are not guaranteed, their values change frequently and they are not covered by the Canada Deposit Insurance Corporation or by any other government deposit insurer.

The information in this report contains or is derived from the most recent information available to Morningstar from publicly available sources, third party providers and/or account information provided by your financial advisor, and all such information may or may not be an accurate reflection of current data. There is no assurance that the information will remain the same.

Morningstar cannot and does not verify any of the information and Morningstar does not provide any warranty, express or implied, regarding or assume any liability in respect of the correctness, completeness or accuracy of such information.

When used as supplemental sales literature, the Portfolio Snapshot Report must be preceded or accompanied by the fund/policy's current prospectus, Fund Facts or equivalent; please read these documents carefully before investing. In all cases, this disclosure statement should accompany the Portfolio Snapshot Report.

## Investment Risks

**International/Emerging Market Equities:** Investing in international securities involve special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards. Investing in emerging markets may accentuate these risks.

**Sector Strategies:** Portfolios that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

**Non-Diversified Strategies:** Portfolios that invest a significant percentage of assets in a single issuer involve additional risks, including share price fluctuations, because of the increased concentration of investments.

**Small Cap Equities:** Portfolios that invest in stocks of small companies involve additional risks. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies. Historically, smaller-company stocks have experienced a greater degree of market volatility than the overall market average.

**Bonds:** Bonds are subject to interest rate risk. As the prevailing level of bond interest rates rise, the value of bonds already held in a portfolio decline. Portfolios that hold bonds are subject to declines and increases in value due to general changes in interest rates.

**Hedge Funds:** The investor should note that hedge fund investing involves specialized risks that are dependent upon the type of strategies undertaken by the manager. This can include distressed or event-driven strategies, long/short strategies, using arbitrage (exploiting price inefficiencies), international investing, and use of leverage, options and/or derivatives. Although the goal of hedge fund managers may be to reduce volatility and produce positive absolute return under a variety of market conditions, hedge funds may involve a high degree of risk and are suitable only for investors of substantial financial means who could bear the entire loss of their investment.

**Short Positions:** When a short position moves in an unfavorable way, the losses are theoretically unlimited. The broker may demand more collateral and a manager might have to close out a short position at an inopportune time to limit further losses.

**Long-Short:** Due to the strategies used by long-short funds, which may include but are not limited to leverage, short selling, short-term trading, and investing in derivatives, these funds may have greater risk, volatility, and expenses than those focusing on traditional investment strategies.

#### **Citi Canadian GBI CAD**

Description unavailable. The constituents displayed for this index are from the following proxy: BMO Mid Federal Bond ETF.

#### **MSCI EAFE GR CAD**

Description unavailable.

#### **S&P/TSX Composite TR**

Description unavailable. The constituents displayed for this index are from the following proxy: iShares CAN Fincl Monthly Inc.

## **Benchmark Disclosure**

|                                                     |              |      |
|-----------------------------------------------------|--------------|------|
| <b>Custom Benchmark: Paterson Balanced</b>          | Allocation % | Type |
| S&P/TSX Composite TR                                | 20.00        | IDX  |
| S&P 500 TR CAD                                      | 20.00        | IDX  |
| MSCI EAFE GR CAD                                    | 20.00        | IDX  |
| Citi Canadian GBI CAD                               | 40.00        | IDX  |
| <b>Custom Benchmark: Paterson Balanced Growth</b>   | Allocation % | Type |
| Citi Canadian GBI CAD                               | 20.00        | IDX  |
| S&P/TSX Composite TR                                | 25.00        | IDX  |
| MSCI EAFE GR CAD                                    | 25.00        | IDX  |
| S&P 500 TR CAD                                      | 30.00        | IDX  |
| <b>Custom Benchmark: Paterson Conservative</b>      | Allocation % | Type |
| S&P/TSX Composite TR                                | 10.00        | IDX  |
| S&P 500 TR CAD                                      | 10.00        | IDX  |
| MSCI EAFE GR CAD                                    | 10.00        | IDX  |
| Citi Canadian GBI CAD                               | 25.00        | IDX  |
| Citi Canadian GBI 3-5 Yr CAD                        | 45.00        | IDX  |
| <b>Custom Benchmark: Paterson Growth</b>            | Allocation % | Type |
| MSCI EAFE GR CAD                                    | 30.00        | IDX  |
| S&P/TSX Composite TR                                | 35.00        | IDX  |
| S&P 500 TR CAD                                      | 35.00        | IDX  |
| <b>Custom Benchmark: Paterson Moderate Balanced</b> | Allocation % | Type |
| S&P/TSX Composite TR                                | 15.00        | IDX  |
| MSCI EAFE GR CAD                                    | 15.00        | IDX  |
| S&P 500 TR CAD                                      | 20.00        | IDX  |
| Citi Canadian GBI CAD                               | 50.00        | IDX  |

#### **CIBC WM 91 Day Treasury Bill CAD**

Description unavailable.