



**ONE JIB
Regular Board Meeting
Agenda**

Meeting #: 2020-06
Date: October 20 2020, 9:00 a.m.
Location: Zoom Virtual Meeting

	Pages
1. Chair's Welcome	
2. Disclosures of Pecuniary Interest	
3. Minutes of Previous Meeting	
3.a. Approval of Minutes September 16, 2020	1 - 7
3.b. Approval of Closed Meeting Record of September 16, 2020	
3.c. Business Arising from Minutes	
4. Communications	
5. Delegations	
6. Strategy and Policy	
6.a. Strategy to grow PI municipal participation	8 - 11
6.b. Distribution Policies	
7. Investment Oversight	
7.a. PwC Portfolio Audit Presentation	12 - 13
7.b. Quarterly Reporting Templates	14 - 39
7.c. Investment Managers - Manulife	40 - 64
8. Other Business	

9. **Closed Session**
10. **Reconvene in Public Session**
11. **Meeting Outcomes**
12. **Authorizing Motion**
13. **Adjournment**
14. **Next Meeting: November 18, 2020 - 9:00 a.m.**



ONE JIB

Regular Board Meeting

Minutes

Meeting #: 2020-05
Date: September 16, 2020, 9:00 a.m.
Location: Zoom Virtual Meeting

Members Present:

Board Chair B. Hughes
Board Vice-Chair G. James
A. Basdeo
J. Dowty
H. Franken
J. Giles
M. Melinyshyn
S. Rettie
eSCRIBE Participant

Others Present:

J. Dezell, Co-President/Co-CEO, ONE Investment
D. Herridge, Co-President/Co-CEO, ONE Investment
H. Brown, Manager of Accounting and Corporate Services, Municipal Finance Officers Association
H. Douglas, WeirFoulds LLP, Legal Counsel
E. Foo, Chief Compliance Officer, ONE Investment
S. Han, WeirFoulds, LLP, Legal Counsel
D. Kelly, Board Secretary
C. Macdonald, Manager of Investments, ONE Investment
J. Mascarin, Aird & Berlis, LLP, Integrity Commissioner & Closed Meeting Investigator
K. Taylor, Chief Investment Officer, ONE Investment

1. Chair's Welcome

Board Chair Hughes welcomed all to the ONE JIB meeting.

For procedural reasons, the meeting started with a regular meeting at which notice was given of proposed amendments to the Procedure By-law regarding Members'

participation in electronic meetings and notice requirements for Procedure By-law amendments.

The Board gave notice of its intention to amend its Procedure By-law at the Special Meeting to follow in order to permit Members' participation in electronic meetings pursuant to recent amendments to the *Municipal Act* and to amend the notice provisions regarding proposed amendments to the Procedure By-law.

2. Adjournment

Moved by Board Member Giles

THAT the Board adjourn the regular meeting.

Carried

The regular meeting adjourned at 9:01 a.m.

3. Special Meeting - Chair's Welcome

The special meeting began at 9:02 a.m.

The Chair welcomed all to the special meeting.

The only agenda item for this special meeting was to consider amendments to the Board's Procedure By-law so that Board Members could continue to meet electronically in accordance with recent amendments to the *Municipal Act* – both during the COVID-19 pandemic and in the future - and could give notice of a proposed amendment to the Procedure By-law at a previous meeting of the Board.

4. Disclosures of Pecuniary Interest

There were no disclosures of pecuniary interest.

5. Procedure By-Law Amendments - Electronic Meetings

Denis Kelly, Board Secretary, made a presentation on the proposed Procedure By-law amendments.

Moved by Board Member Rettie

THAT the Board receive the report (September 16, 2020) and presentation from Denis Kelly, Board Secretary, and adopt the recommendation in the report to amend the Procedure By-law as it pertains to the calling of and participation in electronic meetings and the giving of notice of proposed amendments to the Procedure By-law.

(See By-law No. 2-2020.)

Carried

6. Authorizing Motion

Moved by Board Member Franken

THAT the appropriate staff of ONE JIB and ONE Investment be given the authority to do all things necessary, including executing any documents, to give effect to the Board's decision at this Special Meeting.

Carried

7. Adjournment

Moved by Board Member Dowty

THAT the Board adjourn the special meeting.

Carried

The special meeting adjourned at 9:05 a.m.

8. Regular Meeting - Chair's Welcome

The regular meeting reconvened back at 9:06 a.m.

The Chair welcomed everyone back to the regular ONE JIB meeting.

9. Disclosures of Pecuniary Interest

There were no disclosures of pecuniary interest.

10. Minutes of Previous Meeting

10.a Approval of Minutes

Moved by Board Vice-Chair James

THAT the Minutes of the July 14, 2020 ONE JIB meeting be approved as amended to delete the word "Marketing" in the second line of section 6.b.

Carried

10.b Approval of Closed Meeting Record of July 14, 2020

Moved by Board Member Basdeo

THAT the Closed Meeting Record of the July 14, 2020 ONE JIB meeting be approved as circulated.

Carried

10.c Business Arising from Minutes

There was one follow up item from July 14, 2020 meeting to be addressed by item 13.a. regarding the Transition Plan report.

11. Communication

There were no communication items in this agenda.

12. Delegations

There were no delegations.

13. Investment Oversight

13.a Transition Plan Report

Evelyn Foo, Chief Compliance Officer, ONE Investment, made a presentation on the transition plan report.

Moved by Board Vice-Chair James

THAT the Board receive the report (September 16, 2020) and presentation from Evelyn Foo, Chief Compliance Officer, ONE Investment, on the implementation of the transition plan.

Carried

13.b Investment Managers - MFS Investment Management

Keith Taylor, Chief Investment Officer, ONE Investment gave a brief presentation on the report on Canadian Fixed Income Mandates.

Moved by Board Member Basdeo

THAT the Board receive the report (September 16, 2020) and presentation from Keith Taylor, Chief Investment Officer, ONE Investment, on the Overview of Canadian Fixed Income Mandates for information.

Carried

Darren Patrick, Managing Director, MFS Investment Management, and Soami Kohly, Portfolio Manager, MFS Investment Management, the Board's Investment Manager for the Canadian Government Bond Fund and the Corporate Bond Fund, made a presentation to the Board.

Moved by Board Member Rettie

THAT the Board receive the presentation from Darren Patrick, and Soami Kohly, MFS Investment Management, for information.

Carried

14. Other Business

There was no other business.

15. Closed Session

Moved by Board Member Melinyshyn

THAT the Board move into closed session for the purpose of holding an Education Session on Closed Meetings pursuant to subsection 239 (3.1) of the *Municipal Act* with

John Mascarin, Partner, Aird & Berlis LLP, the Board's Integrity Commissioner and Closed Meeting Investigator – also under the heading of solicitor-client privilege, and

THAT the Board receive legal advice from Susan Han, Partner, WeirFoulds LLP, the Board's Legal Counsel, on agreements for the investment pools - under the heading of solicitor-client privilege.

Carried

The Board adjourned at 10:28 a.m. and reconvened in closed session at 10:42 a.m.

15.a Education Session - Closed Meetings with John Mascarin, Partner Aird Berlis LLP - solicitor-client

15.b Legal Agreements Pertaining to the Investment Pools - Susan Han, Partner WeirFoulds LLP - solicitor-client

16. Reconvene in Public Session

Moved by Board Vice-Chair James

THAT the Board reconvene in public session.

Carried

The Board reconvened in public session at 12:22 p.m.

Moved by Board Member Basdeo

THAT the Board receive the confidential presentations from John Mascarin, Aird & Berlis LLP and Susan Han, WeirFoulds LLP.

Carried

17. Meeting Outcomes

Board Chair Hughes outlined the meeting outcomes from today's meeting:

1. Received the report and presentation from Denis Kelly, Board Secretary and adopted the recommendation in the report to amend the Procedure By-law as it pertains to the calling of and participation in electronic meetings and the giving of notice relating to amendments to the Procedure By-law.

2. Received the presentation and report on the implementation of the transition plan.
3. Received the Chief Investment Officer's report and presentation on an Overview of Canadian Fixed Income Mandates report and the presentation from MFS Investment Management.
4. Held a closed meeting education session with its Integrity Commissioner and Closed Meeting Investigator on Closed Meetings and received legal advice from its Legal Counsel on agreements for the investment pools.

18. Authorizing Motion

Moved by Board Member Rettie

THAT the appropriate staff of ONE JIB and ONE Investment be given the authority to do all things necessary, including executing any documents, to give effect to the Board's decisions today.

Carried

19. Adjournment

Moved by Board Member Giles

THAT the Board adjourn its meeting.

Carried

The meeting adjourned at 12:23 p.m.

20. Next Meeting: October 20, 2020 - 9:00 a.m.

Denis Kelly, Board Secretary



REPORT

To: ONE Joint Investment Board
From: Eleonore Schneider, Program Manager
Date: October 20, 2020
Re: Update on Participating Municipality Recruitment
Report: 20-O26

1. RECOMMENDATIONS

It is recommended that:

- 1) The Board receive the report Update on Participating Municipality Recruitment for information.

2. SUMMARY

- ONE Investment used a cohort based shared learning model for establishing the ONE JIB, which proved to be successful.
- Similar to the Legal List Program, ONE developed templates for required documents and reports to council.
- The original intake process required strict coordinated timelines to establish ONE JIB which no longer apply to participating municipalities.
- Due to the success of the original intake, and to manage ONE staff capacity, a cohort model is being used to onboard new municipalities.
- ONE staff contacted 14 municipalities to invite them to participate in an information session.
- ONE staff hosted an information session for eight interested municipalities providing a general overview of the ONE Investment Prudent Investor (PI) governance model and offering
- The purpose of the meeting was to gauge their interest in becoming a Participating Municipality (PM) and how we would support them through the process.
- ONE staff is working on revising previously drafted council reports to reflect updated information and the needs of PMs versus Founding Municipalities.

3. BACKGROUND

ONE Investment used a cohort-based intake model for the founding municipalities

In early 2019, ONE Investment identified 10 highly motivated municipalities interested in working through the process and various legal issues of founding a joint investment board. ONE established regular monthly meetings with the respective municipalities to discuss progress and ongoing questions or issues. The cohort-based approach, while a necessity to coordinate such a large group through a collaborative process, proved to be beneficial in other ways, municipalities often encountered similar issues and learned from their collective experience.

ONE Staff developed Council report templates for municipalities

Similar to its Legal List turnkey investment solution, ONE Investment invested significant legal resources and staff time to develop templates for many of the required documents in the legislation and also developed Council report templates in consultation with municipal staff. ONE staff created five template Council reports:

1. Introduction of the PI regime (Report 1)
2. Options analysis for transitioning to PI (Report 2a)
3. Investment Policy Statement (IPS) and Draft Investment Plan Overview (Report 2b)
4. Authorizing By-law (Report 2c)
5. PI Enabling By-law (Report 3)

The reports were designed to be customized by the municipalities. Five reports were developed to permit a slower pace if necessary; however, some municipalities combined the reports minimize presentations to Council. The customized reports used by a Founding Municipality were shared with the Founding Municipalities.

The intake process for PM is significantly more flexible than for Founding Municipalities

In order to meet the legislative requirements to establish ONE JIB, it was necessary that ONE Investment staff coordinate the timing of the Founding Municipalities council approval process. The coordinated timing concerns were all related to the establishment of ONE JIB and meeting the legislative requirements of \$100 million in money and investments not required immediately in order to establish ONE JIB. The creation of ONE JIB enables municipalities of any size to join, eliminating the need to meet the financial criteria. PMs can move through the process at their own pace.

4. ANALYSIS

ONE will use a flexible cohort-based approach to transition municipalities to the prudent investor standard to balance ONE staff capacity

The transition to the prudent investment regime through ONE JIB is a resource-intensive process for both the municipalities and ONE staff. It requires that ONE staff ensure municipal staff are equipped with the appropriate level of knowledge regarding legislation, cost considerations, and benefits and risks of the PI regime; this is a necessary step in earning the trust and confidence of Council.

ONE staff must often attend municipal Council and committee meetings. ONE staff also must work in conjunction with municipal staff to support their efforts in drafting a new Investment Policy Statement (IPS) and completing a Municipal Client Questionnaire (MCQ), including offering advice and feedback. The results of these conversations and the completed IPS and MCQ help the Chief Investment Officer than advise ONE JIB on how to translate monies not required immediately into an Investment Plan. To manage staff time and resources, ONE will use a flexible cohort-based approach for onboarding PMs that recognizes some municipalities have previously engaged with ONE on moving to the prudent investment regime while others are just starting down the path in discussions with Council.

ONE Investment reached out to fourteen municipalities; including four of whom were

involved in the original founding municipality cohort process

To ensure a manageable workload ONE reached out to a limited number of municipalities. In deciding which municipalities to contact ONE considered who had been involved in the original process or had previously expressed interest or had established relationships with ONE Investment and experience with investing in equities. Additionally, ONE prioritized diversity in municipal size (e.g., large and small urban along with rural) and geographic (e.g., northern and southern) representation in its selection process.

ONE staff contacted the municipalities selected throughout the month of August and invited them to an hour-long information session in early September. At this time, the municipalities are not being publicly identified as the discussions have occurred at a staff level with no Council direction. ONE staff will continue to look to broaden the base of new investors for ONE as well through a broad call for potential municipal investors.

ONE hosted an information session for eight municipalities to describe the process of moving to the prudent investor standard with ONE

On September 14, 2020 ONE Investment hosted an hour long information session on the cohort model for the eight potential PMs, including an overview of ONE JIB and the PI governance structure and a high level overview of the hands on support ONE provides through the process to join ONE JIB.

ONE staff are following up individually with the municipalities that participated in the information session to gauge their interest in moving forward. Once the cohort is finalized a monthly meeting schedule will be established with plans to include guests for select meetings, such as staff from the Founding Municipalities, and possibly members of ONE JIB.

ONE Staff is working on revisions to templates reflecting lessons learned and feedback from the Founding Municipalities

The Council reports, IPS, MCQ and Investment Plan templates that were developed for the Founding Municipalities will require review, streamlining and updates for the PMs. ONE staff solicited feedback from the Founding Municipalities at a debrief sessions in August and September 2020. ONE JIB will be given a full update on revisions and be given an opportunity to provide input at its November meeting as ONE staff work to revise the reports to meet the needs of the PMs.

5. CONCLUSION

ONE staff is making progress engaging potential PMs into the prudent investment regime through ONE JIB. ONE staff understand this is a large commitment for a municipality based on the work involved to move to Prudent Investor and the education of both staff and Council are key.

Careful consideration is given to the resource commitments of ONE staff, while also accommodating the timeline expectations of the potential PMs.

ONE staff will also work with municipal staff and ONE JIB on the exact timing of a transition to ensure that annual IPS updates and investment plan reviews are staggered throughout the year to proactively manage and smooth out potential ONE staff and ONE JIB capacity pressures.

Initial discussions indicate that some municipalities are targeting an early 2021 timeline. In addition to these focused efforts ONE continues to broadly promote the PI option through its regular communication efforts which include a podcast, conference presentations, and quarterly newsletters.

Drafted by: Eleonore Schneider, Program Manager and Colin Macdonald, Manager Investment Services - MFOA

Approved for submission by: Judy Dezell and Donna Herridge - Co-Presidents/CEO



REPORT

To: ONE Joint Investment Board
From: Evelyn Foo, Chief Compliance Officer
Date: October 20, 2020
Re: Pooled Trusts Audit Update
Report: 20-O27

1. RECOMMENDATIONS

It is recommended that:

- 1) The Board receive the Audit Plan for Prudent Investment Program Funds for information.
- 2) The Board appoint Heidi Franken to the ONE Investment Audit Committee.

2. SUMMARY

Pricewaterhouse Coopers LLP (PwC) provided an overview of the regulatory requirements for audit of the Prudent Investment Program Funds (PI Funds) and the plan to conduct the audit to ONE Investment's Audit Committee on September 29, 2020.

3. BACKGROUND

ONE Investment's Audit Committee has representation from ONE Board and ONE JIB

The ONE Investment Board, the not-for-profit service provider to ONE JIB, established its Audit Committee in spring 2020 in anticipation of the work required to provide audited financial statements of the PI Funds.

The Audit Committee has three members. From the ONE Investment Board there is Gary Kent (Committee Chair) and Sandra Zwiers. Heidi Franken, member of ONE JIB, has also been participating.

She was approached to join the ONE Investment Audit Committee before the ONE JIB was officially constituted. It would be prudent at this time to appoint Ms. Franken as ONE JIB's representative to the ONE Investment Audit Committee.

PI Funds audit scope has been identified

The PI Funds are considered investment pools within NI 81-102 of the *Ontario Securities Act*,

1990. There is a requirement for an annual audit of each of the PI Funds annual statements. At its June 5, 2020 meeting, the ONE Investment Board approved the Audit Committee recommendation to engage PwC as auditors for the PI Funds. Through the audit PwC will:

- Provide reasonable assurance that the financial statements are free from material misstatement
- Perform detailed testing of significant account balances and transactions
- Substantively test existence and valuation of all the investments and cash balances.

The fund administration services of custody, fund accounting and shareholder/recordkeeping has been outsourced to CIBC Mellon by ONE Investment.

The Audit Committee is recommending approval of the Audit Plan to the ONE Investment Board

ONE Investment's Audit Committee received a presentation from PwC at its September 29, 2020 meeting, outlining the Audit Plan for the PI Funds. The Audit Committee is recommending approval of the Audit Plan to the ONE Investment Board that is meeting on October 16, 2020.

4. ANALYSIS

Audit planning will occur in Fall 2020 with field work planned for Winter 2021

Audit planning will occur in September and October 2020. The year-end field work to audit the PI Funds will occur between January and February 2021. PwC has confirmed that field work can continue effectively even during the pandemic. In detail, PwC will take the following steps:

- Obtain audit evidence that is sufficient and appropriate to provide a basis for their opinion on the financial statements, which will entail testing and analysis on transactions and controls at CIBC Mellon.
- Review the annual financial statements for compliance with International Financial Reporting Standards (IFRS).
- Report the results of the audit to the Audit Committee.

5. RECOMMENDATION

PwC has presented a comprehensive approach to audit the PI Funds that will satisfy the expectations of the Ontario Securities Commission and the Founding Municipalities.

Drafted by: Evelyn Foo, Chief Compliance Officer

Approved for submission by: Judy Dezell and Donna Herridge - Co-Presidents/CEO



REPORT

To: ONE Joint Investment Board
From: Keith Taylor, Chief Investment Officer
Date: October 20, 2020
Re: Overview of Prudent Investor Quarterly Client Reporting Package
Report: 20-028

1. RECOMMENDATIONS

It is recommended that the Board:

- 1) Receive the report for information and approve the sample quarterly package template, included in Appendix A.

2. SUMMARY

ONE Investment is implementing a new portfolio management system – Harmony. Harmony provides an automated mechanism for monitoring investment portfolios and facilitates the production of industry standard performance reports for clients. ONE staff has developed a customized quarterly reporting package for Legal List client, and the first reports using this new package will be distributed in the coming months. The reporting package for Prudent Investor clients will be based on this Legal List reporting package, with some adjustments made to accommodate reporting at the ONE JIB outcome level and the Fund level.

3. BACKGROUND

The Quarterly Reporting package will present returns, net of fees, on a time-weighted basis

The package is intended to provide meaningful analysis and present the information in a format that meets the common expectations within the investment industry. All return details will be presented on a time weighted basis (i.e., returns for the funds/products rather than ‘dollar weighted returns’). Returns across periods will be geometrically chained to show annualized returns over various periods, except for periods less than one year, which will not be annualized.

It is intended that all returns presented will be returns net of fees, which are most relevant for the clients. Gross returns or index relative performance will not be included in the package but could be added in the near future.

The Quarterly Reporting Package will contain returns, gains, losses and income on a consolidated basis, and a ONE JIB outcome level basis

An executive summary page is included that provides a consolidated snapshot of the

Municipality's investments under care and control of ONE JIB. This executive summary will also show a summary of the fund purchases and sales, gains, losses and income in the Quarter.

The report will also have detail on each of the outcomes that the Prudent Investor client has exposure to, including the allocations to each fund, the gain/loss and income and investment performance across different time periods will also be provided. A summary of transactions by outcome will also be provided.

An annual summary page will be included in the Fourth Quarter Reporting package

In the fourth quarter, to mark year end, the report will have an annual summary page included in the package to summarize the transactions in each of the ONE Funds, on a consolidated basis, and breakdown the returns as market gains versus investment income. The activities summarized on this page will cover activity in the calendar year. This page will not be included in the package during the first three quarters of the year.

A summary page that will detail returns at the ONE JIB outcome level and the fund level for ease of comparison is in development for the PI Quarterly Reporting package

A page summarizing the returns for each of the PI Funds and each of the Prudent Investor Outcomes across different time periods is currently under development. The layout and design have been scoped, and the vendor needs to develop and test the page before it can be inserted into the package.

The Quarterly Reporting package will also include a glossary and other relevant information for appropriate report interpretation

The reporting package will include an appendix section to incorporate other information relevant to understanding and interpreting the reports. It is intended that the information in this section will be static information. The intention is to have a summary of the ONE JIB outcomes framework in this section as well as a glossary section to explain terminology and provide detail based on calculation of metrics discussed in the report.

Drafted by: Keith Taylor, Chief Investment Officer

Approved for submission by: Judy Dezell and Donna Herridge - Co-Presidents/CEO

QUARTERLY INVESTMENT REPORT

For The Period Ended September 28, 2020

Muskoka Prudent Investor Portfolio

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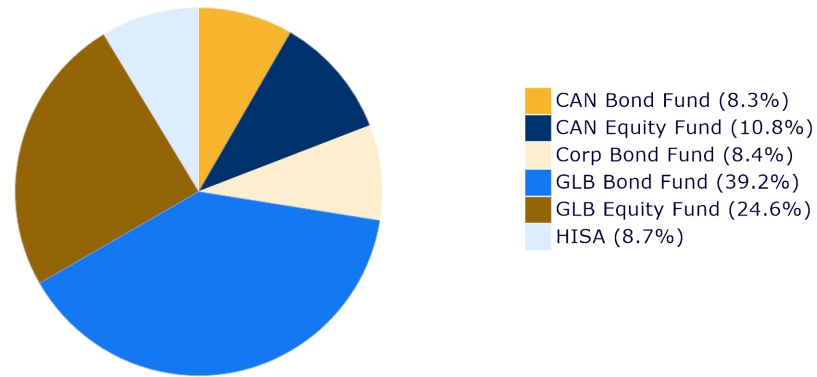
Relationship Manager

Wardah Mir, Client Service Representative
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Muskoka Prudent Investor Portfolio
Executive Summary for the Quarter Ended September 28, 2020

	Time-Weighted Rate of Return in CAD for Consolidated Holdings						Since Inception	Inception Date
	Quarter	Year to date	1 Year	2 Years	3 Years	5 Years		
Consolidated Portfolio Returns	-	-	-	-	-	-	1.8%	07/02/2020

Overall Asset Allocation



Consolidated Portfolio Activity for Quarter

Portfolio	Starting Balance	Contribution	Withdrawals	Change in Market Value	Income	Ending Balance
HISA	11,089,921.78	-	-	-	17,492.19	11,107,413.97
CAN Bond Fund	10,577,757.60	-	-	73,565.12	-	10,651,322.72
CAN Equity Fund	13,146,387.50	-	-	663,240.51	-	13,809,628.01
Corp Bond Fund	10,577,757.60	-	-	96,662.73	-	10,674,420.33
GLB Bond Fund	49,362,868.90	-	-	713,722.91	-	50,076,591.81
GLB Equity Fund	30,674,904.40	-	-	760,222.29	-	31,435,126.69
Total	125,429,597.78	0.00	0.00	2,307,413.56	17,492.19	127,754,503.53

**Muskoka Prudent Investor Portfolio
Annual Consolidated Portfolio Activity
for Year ended September 28, 2020**

Portfolio	Starting Balance	Contribution	Withdrawals	Change in Market Value	Income	Ending Balance
HISA	11,089,921.78	-	-	-	17,492.19	11,107,413.97
CAN Bond Fund	10,577,757.60	-	-	73,565.12	-	10,651,322.72
CAN Equity Fund	13,146,387.50	-	-	663,240.51	-	13,809,628.01
Corp Bond Fund	10,577,757.60	-	-	96,662.73	-	10,674,420.33
GLB Bond Fund	49,362,868.90	-	-	713,722.91	-	50,076,591.81
GLB Equity Fund	30,674,904.40	-	-	760,222.29	-	31,435,126.69
Total	125,429,597.78	0.00	0.00	2,307,413.56	17,492.19	127,754,503.53

This page included in the package only for the 4th quarter.

Muskoka Prudent Investor Portfolio
Consolidated Portfolio Holdings in CAD
As of September 28, 2020

Security	Quantity	Unit Cost	Book Value	Price	Market Value	% Weight
HISA	11,107,413.970	1.00	11,107,413.97	1.00	11,107,413.97	8.69%
CAN Equity Fund	13,146.387	1,000.00	13,146,387.50	1,050.45	13,809,628.01	10.81%
GLB Equity Fund	30,674.904	1,000.00	30,674,904.40	1,024.78	31,435,126.69	24.61%
Corp Bond Fund	10,577.757	1,000.00	10,577,757.60	1,009.13	10,674,420.33	8.36%
CAN Bond Fund	10,577.757	1,000.00	10,577,757.60	1,006.95	10,651,322.72	8.34%
GLB Bond Fund	49,362.868	1,000.00	49,362,868.90	1,014.45	50,076,591.81	39.20%
					127,754,503.53	100.00

This page needs to be designed/developed by the vendor. Will be included in package at later date

Performance by Fund

	Quarter	Year to Date	% Annualized Returns					Since Inception	Inception Date
			1 Year	2 Years	3 Years	4 Years	5 Years		
ONE HISA	0.2	0.2	-	-	-	-	-	0.2	07/02/2020
ONE Global Equity Fund	0.9	0.9	-	-	-	-	-	0.9	07/02/2020
ONE Canadian Equity Fund	1.2	1.2	-	-	-	-	-	1.2	07/02/2020
ONE Canadian Corp Bond Fund	3.2	3.2	-	-	-	-	-	3.2	07/02/2020
ONE Canadian Govt Bond Fund	2.8	2.8	-	-	-	-	-	2.8	07/02/2020
ONE Global Bond Fund	0.2	0.2	-	-	-	-	-	0.2	07/02/2020

Performance by Outcome

	Quarter	Year to Date	% Annualized Returns					Since Inception	Inception Date
			1 Year	2 Years	3 Years	4 Years	5 Years		
Cash Outcome	0.2	0.2	-	-	-	-	-	0.2	07/02/2020
Stable Return Outcome	0.9	0.9	-	-	-	-	-	0.9	07/02/2020
Contingency Outcome	1.2	1.2	-	-	-	-	-	1.2	07/02/2020
Asset Management Outcome	3.2	3.2	-	-	-	-	-	3.2	07/02/2020
Target Date 3 to 5 Year Outcome	2.8	2.8	-	-	-	-	-	2.8	07/02/2020
Target Date 5 to 10 Year Outcome	2.2	2.2	-	-	-	-	-	2.2	07/02/2020
Target Date 10 Year Plus Outcome	2.2	2.2	-	-	-	-	-	2.2	07/02/2020

QUARTERLY REVIEW

The Canadian economic and financial system weathered a historic shock during second quarter of 2020 driven by the COVID-19 pandemic and a steep decline in energy prices. An extraordinary global government and central bank response buffered the overall impact. The US Federal Reserve has pledged to keep interest rates near zero for an extended period of time and has expanded its quantitative easing program (e.g. large-scale bond purchases). The Bank of Canada has followed suit, sending interest rates sharply lower. Record government and central bank intervention aimed at mitigating the impact of COVID-19 shutdowns generated have helped to stabilize the economy and also resulted in an unparalleled rebound in equity prices in the second quarter of 2020. Without a broad treatment or vaccine available quickly, the path forward may be bumpy as governments may be forced to slow or reverse reopening policies.

It was the strongest quarterly period on record for the Canadian fixed income market with the FTSE Canada Universe Bond Index returning 5.9%. Positive fixed income market performance was driven by a combination of declining federal government bond yields and tightening credit spreads. Lower interest rates tend to push bond prices higher as do tighter credit spreads. Corporate bonds strongly outperformed federals and provincials. The average corporate spread reached a high of 275 bps in late March and narrowed to 160 bps as of June 30. The mid-term corporate index returned 9.0%, outperforming mid-term federals and provincials by 665 bps and 446 bps, respectively.

QUARTERLY REVIEW

The second quarter saw an increasing sense of optimism as countries worldwide started to curb the rate of new COVID-19 cases and commenced the gradual reopening of their economies. Investor sentiment improved with the news of economic indicators reversing downward trends and beginning to show signs of a recovery. This economic recovery has been aided by significant monetary and fiscal support from Central Banks globally, which has provided the liquidity to move equity markets higher. Equity markets have significantly rallied since their lows in March but there is a large dispersion in performance during the period. The S&P/TSX Composite Index was up 17.0% however, the majority of stocks lagged in this rally, with 8 out of 11 GICS sectors underperforming the overall Index. Consumer Discretionary (32.8%), Materials (+42.0%), and Information Technology (+68.3%) were the top performers during the quarter. Performance within the Information Technology sector was driven by Shopify's continued hot streak. Shopify's stock returned 118.7% during the quarter and now has the largest single stock weight of 6.4% on the S&P/TSX Composite as of June 30, 2020.

As we enter Q3 2020, the sharp rebound in near-term economic indicators such as employment and manufacturing continues. While there is no doubt that forceful monetary and fiscal policy stimulus are providing crucial support, it will take some time for the economy to regain solid footing as the path and duration of the pandemic remains uncertain. We are already observing large setbacks in US states that have re-opened, creating worries that economies may relapse if subsequent waves of the virus prove persistently disruptive. While equity markets have recovered strongly, the recovery has been extremely uneven: while a narrow, high-growth segment of the market has fully recovered, or even accelerated, other pockets of the market have barely budged from their lows or continue to struggle. We anticipate that the crisis will act to stimulate competitive advantage for some businesses, while stimulating decline in others. Our research process is directing us toward compelling opportunities in areas where companies with durable cash flows and competitive advantage are being weighed down by the uncertainty created by the pandemic, but have substantial recovery potential.

**Muskoka Prudent Investor Portfolio
Holdings by Account
At September 28, 2020**

**Account Name: Muskoka - Contingency Outcome
Account Number: 570050088**

**For the Quarter Ending
September 28, 2020**

Holdings	Quantity	Unit Cost	Book Value	Price	Market Value	Weight	Market Value Gain (Loss)	Income Received
Corp Bond Fund	315.59	1,000.00	315,598.70	1,009.13	318,482.74	5.9%	2,884.04	0.00
CAN Equity Fund	946.79	1,000.00	946,796.20	1,050.45	994,562.45	18.4%	47,766.25	0.00
CAN Bond Fund	315.59	1,000.00	315,598.70	1,006.95	317,793.59	5.9%	2,194.89	0.00
GLB Bond Fund	1,472.79	1,000.00	1,472,794.10	1,014.45	1,494,088.79	27.7%	21,294.69	0.00
GLB Equity Fund	2,209.19	1,000.00	2,209,191.20	1,024.78	2,263,942.03	42.0%	54,750.83	0.00
			<u>5,259,978.90</u>		<u>5,388,869.60</u>	100.0%	128,890.70	0.00

**Muskoka Prudent Investor Portfolio
Performance History
At September 28, 2020**

% Annualized Returns

	Quarter	Year to Date	1 Year	2 Years	3 Years	4 Years	5 Years	Since Inception	Inception Date
Return Net of Fees	-	-	-	-	-	-	-	2.4	07/02/2020

% Calendar Year Returns

	2019	2018	2017	2016	2015
Return Net of Fees	-	-	-	-	-

**Muskoka Prudent Investor Portfolio
Holdings by Account
At September 28, 2020**

**Account Name: Muskoka - Target Date 3 to 5 Year Outcome
Account Number: 570050096**

**For the Quarter Ending
September 28, 2020**

Holdings	Quantity	Unit Cost	Book Value	Price	Market Value	Weight	Market Value Gain (Loss)	Income Received
HISA	9,264,283.87	1.00	9,264,283.87	1.00	9,264,283.87	19.7%	0.00	14,587.87
Corp Bond Fund	4,856.09	1,000.00	4,856,090.40	1,009.13	4,900,466.81	10.4%	44,376.41	0.00
CAN Equity Fund	1,387.45	1,000.00	1,387,454.40	1,050.45	1,457,452.03	3.1%	69,997.63	0.00
CAN Bond Fund	4,856.09	1,000.00	4,856,090.40	1,006.95	4,889,863.05	10.4%	33,772.65	0.00
GLB Bond Fund	22,661.75	1,000.00	22,661,755.20	1,014.45	22,989,414.72	49.1%	327,659.52	0.00
GLB Equity Fund	3,237.39	1,000.00	3,237,393.60	1,024.78	3,317,626.57	7.0%	80,232.97	0.00
			<u>46,263,067.87</u>		<u>46,819,107.05</u>	100.0%	556,039.18	14,587.87

**Muskoka Prudent Investor Portfolio
Performance History
At September 28, 2020**

% Annualized Returns

	Quarter	Year to Date	1 Year	2 Years	3 Years	4 Years	5 Years	Since Inception	Inception Date
Return Net of Fees	-	-	-	-	-	-	-	1.2	07/02/2020

% Calendar Year Returns

	2019	2018	2017	2016	2015
Return Net of Fees	-	-	-	-	-

**Muskoka Prudent Investor Portfolio
Holdings by Account
At September 28, 2020**

Account Name: Muskoka - Target Date 5 to 10 Year Outcome
Account Number: 570050104

**For the Quarter Ending
September 28, 2020**

Holdings	Quantity	Unit Cost	Book Value	Price	Market Value	Weight	Market Value Gain (Loss)	Income Received
Corp Bond Fund	5,406.06	1,000.00	5,406,068.50	1,009.13	5,455,470.78	7.4%	49,402.28	0.00
CAN Equity Fund	10,812.13	1,000.00	10,812,136.90	1,050.45	11,357,613.53	15.4%	545,476.63	0.00
CAN Bond Fund	5,406.06	1,000.00	5,406,068.50	1,006.95	5,443,666.08	7.3%	37,597.58	0.00
GLB Bond Fund	25,228.31	1,000.00	25,228,319.60	1,014.45	25,593,088.30	34.7%	364,768.70	0.00
GLB Equity Fund	25,228.31	1,000.00	25,228,319.60	1,024.78	25,853,558.09	35.0%	625,238.49	0.00
			<u>72,080,913.10</u>		<u>73,703,396.78</u>	100.0%	1,622,483.68	0.00

**Muskoka Prudent Investor Portfolio
Performance History
At September 28, 2020**

% Annualized Returns

	Quarter	Year to Date	1 Year	2 Years	3 Years	4 Years	5 Years	Since Inception	Inception Date
Return Net of Fees	-	-	-	-	-	-	-	2.2	07/02/2020

% Calendar Year Returns

	2019	2018	2017	2016	2015
Return Net of Fees	-	-	-	-	-

**Muskoka Prudent Investor Portfolio
Holdings by Account
At September 28, 2020**

Account Name: Muskoka - Cash Outcome
Account Number: 9021979213

**For the Quarter Ending
September 28, 2020**

Holdings	Quantity	Unit Cost	Book Value	Price	Market Value	Weight	Market Value Gain (Loss)	Income Received
HISA	1,843,130.10	1.00	1,843,130.10	1.00	1,843,130.10	100.0%	0.00	2,904.32
			<u>1,843,130.10</u>		<u>1,843,130.10</u>	100.0%	0.00	2,904.32

**Muskoka Prudent Investor Portfolio
Performance History
At September 28, 2020**

% Annualized Returns

	Quarter	Year to Date	1 Year	2 Years	3 Years	4 Years	5 Years	Since Inception	Inception Date
Return Net of Fees	-	-	-	-	-	-	-	0.1	07/02/2020

% Calendar Year Returns

	2019	2018	2017	2016	2015
Return Net of Fees	-	-	-	-	-

Muskoka Prudent Investor Portfolio
Transaction Summary for the Quarter Ended September 28, 2020

TRANSACTION SUMMARY

Account Name: Muskoka - Contingency Outcome
Account Number: 570050088

TRANSACTION TYPE	SECURITY	TRADE DATE	SETTLEMENT DATE	QUANTITY	TRADE AMOUNT (CAD)
Buy	CAN Bond Fund	07/02/2020	07/02/2020	315.59	315,599.00
Buy	Corp Bond Fund	07/02/2020	07/02/2020	315.59	315,599.00
Buy	GLB Bond Fund	07/02/2020	07/02/2020	1,472.79	1,472,794.00
Buy	CAN Equity Fund	07/02/2020	07/02/2020	946.79	946,796.00
Buy	GLB Equity Fund	07/02/2020	07/02/2020	2,209.19	2,209,191.00

Muskoka Prudent Investor Portfolio
Transaction Summary for the Quarter Ended September 28, 2020

TRANSACTION SUMMARY

Account Name: Muskoka - Target Date 3 to 5 Year Outcome

Account Number: 570050096

TRANSACTION TYPE	SECURITY	TRADE DATE	SETTLEMENT DATE	QUANTITY	TRADE AMOUNT (CAD)
Buy	CAN Bond Fund	07/02/2020	07/02/2020	4,856.09	4,856,090.00
Buy	Corp Bond Fund	07/02/2020	07/02/2020	4,856.09	4,856,090.00
Buy	GLB Bond Fund	07/02/2020	07/02/2020	22,661.75	22,661,755.00
Buy	CAN Equity Fund	07/02/2020	07/02/2020	1,387.45	1,387,454.00
Buy	GLB Equity Fund	07/02/2020	07/02/2020	3,237.39	3,237,394.00
Reinvested Distributions	HISA	08/06/2020	08/06/2020	7,396.61	7,396.61
Reinvested Distributions	HISA	09/03/2020	09/03/2020	7,191.26	7,191.26
Transfer In	HISA	07/02/2020	07/02/2020	9,249,696.00	9,249,696.00

Muskoka Prudent Investor Portfolio
Transaction Summary for the Quarter Ended September 28, 2020

TRANSACTION SUMMARY

Account Name: Muskoka - Target Date 5 to 10 Year Outcome

Account Number: 570050104

TRANSACTION TYPE	SECURITY	TRADE DATE	SETTLEMENT DATE	QUANTITY	TRADE AMOUNT (CAD)
Buy	CAN Bond Fund	07/02/2020	07/02/2020	5,406.06	5,406,068.00
Buy	Corp Bond Fund	07/02/2020	07/02/2020	5,406.06	5,406,068.00
Buy	GLB Bond Fund	07/02/2020	07/02/2020	25,228.32	25,228,320.00
Buy	CAN Equity Fund	07/02/2020	07/02/2020	10,812.13	10,812,137.00
Buy	GLB Equity Fund	07/02/2020	07/02/2020	25,228.32	25,228,320.00

Muskoka Prudent Investor Portfolio
Transaction Summary for the Quarter Ended September 28, 2020

TRANSACTION SUMMARY

Account Name: Muskoka - Cash Outcome

Account Number: 9021979213

TRANSACTION TYPE	SECURITY	TRADE DATE	SETTLEMENT DATE	QUANTITY	TRADE AMOUNT (CAD)
Reinvested Distributions	HISA	08/06/2020	08/06/2020	1,471.56	1,471.56
Reinvested Distributions	HISA	09/03/2020	09/03/2020	1,432.76	1,432.76
Transfer In	HISA	07/02/2020	07/02/2020	1,840,225.78	1,840,225.78

**Muskoka Prudent Investor Portfolio
COMPLIANCE CERTIFICATE
September 28, 2020**

I, Keith Taylor, certify and confirm that with respect to the three month quarterly period ending September 28, 2020, all investments in the Equity the Universe Corporate Bond Portfolio, the Bond Portfolio and the Money Market Portfolio are in compliance with the investment restrictions, policies, practices and other investment information as disclosed in or required by Part I of O. Reg. 438/97.

Disclaimer needs to be updated for PI clients

A handwritten signature in black ink that reads "Keith Taylor".

Keith Taylor, Investment Manager, ONE Investment

APPENDIX

ONE JIB - Outcome Framework - Target Allocations

Name								<u>Allocation</u>		
	HISA	Canadian Equity Fund	Global Equity Fund	Canadian Government Bond Fund	Canadian Corporate Bond Fund	Global Bond Fund	Equity	Fixed Income	Cash	Total
Cash	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%			100.0%	100%
Stable Return	10.0%	9.0%	21.0%	9.0%	9.0%	42.0%	30.0%	60.0%	10.0%	100%
Contingency	0.0%	18.0%	42.0%	6.0%	6.0%	28.0%	60.0%	40.0%		100%
Asset Management	0.0%	27.0%	63.0%	1.5%	1.5%	7.0%	90.0%	10.0%		100%
Target Date 3-5	20.0%	3.0%	7.0%	10.5%	10.5%	49.0%	10.0%	70.0%	20.0%	100%
Target Date 5-10	0.0%	15.0%	35.0%	7.5%	7.5%	35.0%	50.0%	50.0%		100%
Target Date 10+	0.0%	22.5%	52.5%	3.75%	3.75%	17.5%	75.0%	25.0%		100%

ONE JIB - Outcome Framework - Defined

Outcome Category	Outcome Strategy	Objective	Risk Tolerance, Liquidity	Investment Horizon	Allocation		
					Equity	Fixed Income	Cash
Cash	Cash	Preservation of Capital	Low risk; high liquidity	< 3 years			100%
Stable Return	Stable Return	Income generation: To generate returns to fund recurring needs	Moderate risk with emphasis on growth and stable returns, regular liquidity	> 5 years (Perpetual)	30%	60%	10%
Contingency	Contingency	Contributions for unexpected and infrequent events	Higher risk, emphasis on longer-term capital growth with some liquidity	> 5 years (Perpetual)	60%	40%	
	Asset mgt reserves	Contributions to generate returns to fund asset management reserves	Higher risk, emphasis on longer-term capital growth; low liquidity	> 10 years (Perpetual)	90%	10%	
Target Date	Target Date 3-5 yrs.	Preservation of capital	Low risk; high liquidity	3 - 5 years	10%	70%	20%
	Target Date 5-10 yrs.	Contributions toward capital projects, mitigate inflation impacts and meet target funding requirements	Moderate risk, liquid	5 - 10 years	50%	50%	
	Target Date 10+ yrs.	Contributions toward capital projects, mitigate inflation impacts and meet target funding requirements	Higher risk, emphasis on long term inflation-adjusted growth	> 10 years	75%	25%	

lossar needs to be updated for PI clients

Glossary and Definitions for Quarterly Reports

Account

ONE Investment clients have one or more custodial accounts. Legal List client accounts may hold any combination of ONE Investment products desired by municipalities who deal directly with CIBC Mellon to contribute, withdraw or move funds. Account names are chosen by clients to be relevant to them.

Annual and Annualized Returns: please see Returns below.

Asset Allocation

Asset allocation is the single biggest driver of portfolio returns and should be set taking into account municipal risk tolerance. Also known as asset mix, it is the combination of asset classes in a portfolio and is normally shown as the percentage weights in each. Example asset classes are money market, Canadian bonds, global bonds, Canadian stocks and global stocks. Asset classes are collections of securities (stocks and bonds) whose returns behave similarly.

Benchmark

Benchmarks are the standard against which investors compare their portfolio returns to understand its performance. Benchmarks can be set either at the asset class level or for the total portfolio. At the asset class level, benchmarks are usually chosen to represent the entire market; active managers normally aim to do better than that by at least the amount of fees they charge. For example:

- A typical benchmark for Canadian stocks is the (Standard & Poors) S&P/TSX Composite Index.
- And for Canadian money market, the typical benchmark is the (Financial Times Stock Exchange) FTSE 182-Day Treasury Bill Index.

For a portfolio that aims to have risk halfway between these two asset classes, the total portfolio benchmark might be 50% S&P/TSX Composite Index and 50% FTSE 182-Day Treasury Bill Index.

Benchmark returns are always time-weighted. (See Returns below for more detail on time weighted returns)

Canadian Corporate Bond Portfolio

The ONE Investment Canadian Corporate Bond Portfolio holds short and mid-term Canadian bonds managed by MFS to comply with Legal List regulations. The portfolio's official name was changed on April 1, 2020 and was previously known as the Universe Corporate Bond Portfolio. Based on the benchmark duration at March 31, 2019, the permitted duration range for the Bond Portfolio is 3.0 to 6.9 years. MFS aims to outperform the benchmark, which is:

- 48% FTSE Canada Universe Government Bond Index +
- 40% FTSE Canada Short-Term Corporate A Index +
- 10% FTSE Canada Corporate AAA/AA Index +
- 2% FTSE Canada 91-Day Treasury Bill Index.

Canadian Equity Portfolio

The ONE Canadian Equity Portfolio holds Canadian stocks managed by Guardian Capital to comply with Legal List regulations. Guardian aims for below-market risk, achieved with a ONE-imposed constraint on the weight of Material and Energy sectors because of the expected above-market volatility of these sectors. The portfolio's official name was changed on April 1, 2020 and was previously known as the ONE Equity Portfolio.

Canadian Government Bond Portfolio

This ONE Canadian Bond Portfolio holds short-term Canadian bonds managed by MFS to comply with Legal List regulations. The portfolio's official name was changed on April 1, 2020 and was previously known as the ONE Bond Portfolio. Based on the benchmark duration at March 31, 2019, the permitted duration range for the Bond Portfolio is 1.6 to 3.6 years. MFS aims to outperform the benchmark, which is:

- 95% FTSE Canada Short-Term Government Bond Index +
- 5% FTSE Canada 91-Day Treasury Bill Index.

Book Value

Book value is the Unit Cost of each holding multiplied by the number of units. It represents the amount originally paid to invest in the holding and takes into account all contributions and withdrawals.

CAD: a short form for "Canadian dollars".

Consolidated Holdings

Consolidated holdings are the aggregate value of all investments with ONE Investment, excluding balances in the High Interest Savings Account (HISA).

Distribution: a cash payment of interest or dividends made by ONE Investment from a portfolio.

Duration

This statistic applies to bonds and is similar in concept to term to maturity. The difference is that duration also takes into account the size and timing of interest payments. A bond with higher coupon payments will have a shorter duration than one with the same term to maturity and lower coupon payments: the reason is that the higher-coupon bond receives more of its return earlier. The higher the duration of a bond, the higher its sensitivity to interest rate movements.

Fees

Fees include all expenses involved in managing the portfolio: external investment manager fees, custody costs, ONE Investment's costs and administrative costs.

High Interest Savings Account (HISA)

This bank account is provided by CIBC. Its very short-term nature precludes it from being considered an investment. Interest income from HISA will be reflected only in the executive summary page as will a list of HISA transitions. As the HISA product is a demand deposit, its value of his does not fluctuate daily. In this way it differs from the ONE Investment portfolio whose price change in response to changes in the value of underlying investments. Returns for individual accounts holding HISA will not be presented in the report beyond what is disclosed in the executive summary.

Holdings: the ONE Investment portfolios held in client accounts.

Inception Date

The inception is the first date that an investment was made. For each account, this will be the first time funds were transferred in; for portfolios offered by ONE Investment, it is the date the portfolios started. Due to data limitations, the earliest inception date used in the reporting system is 28 February 2005.

Income

Income is a cash flow generated by an investment and normally includes interest on bonds and dividends on stocks. It is differentiated from capital gains, which also contribute to returns, but which are not considered income. Please see Return for Income Return.

Investment Manager

Investment managers are external firms hired by ONE Investment to create portfolios to our specifications. These are MFS Investment Management Canada for fixed income and Guardian Capital Group Ltd for equity.

Legal List: encompasses investments permitted to municipalities under Part I of O.Reg. 438/97.

Market Value

The value of an investment at current market prices, calculated by multiplying the Price (defined below) by the number of units held.

ONE Money Market Portfolio

The ONE Investment's Money Market Portfolio holds money market instruments managed by MFS to comply with Legal List regulations. MFS aims to outperform the benchmark, which is the FTSE Canada 182-Day Treasury Bill Index.

Portfolio

A portfolio is a collection of securities in an account. For the purposes of this report, portfolio refers to ONE Investment's offerings, such as the ONE Money Market Portfolio and the ONE Canadian Government Bond Portfolio.

Price

The price of ONE portfolios is the unit price at a point in time, also known as the net asset value, which is calculated daily by CIBC Mellon. This price takes into account the last traded prices of all securities held by the manager, the bid/ask spread where no recent trade is available and a daily accrual for all fees including investment management and administration.

Quality

This statistic refers to the creditworthiness of bonds based on ratings provided by bond rating agencies such as S&P, DBRS, Fitch and Moody's. The highest quality bonds are rated AAA and range down from there to AA, A and BBB, all of which are investment grade ratings. Ratings below BBB are considered high yield. The lower a credit rating, the higher a bond's yield to maturity and commensurate risk of default on interest payments or principal. Legal List regulations constrain Ontario municipalities' exposure by credit rating. The credit rating on an entire portfolio is calculated as a weighted average.

Realized and Unrealized Gains

Capital gains reflect the movement in the Price of investments as they rise over time relative to their average Unit Cost. Negative gains are losses, meaning that the Price of the units in the account is lower than the average Price paid for them (Unit Cost). Because gains / losses are calculated based on net asset values, they are diminished by the amount of fees. (Please see Fees, Price and Unit Cost.)

- **Unrealized gains** exist "on paper" until the investment is sold in return for cash, at which point they become realized.
- **Realized gains** are generated by withdrawals from accounts during the time period in question based on the unit Price compared to the Unit Cost.

Returns

Returns measure the percentage increment in value generated by investments over a period of time. Unless otherwise noted, time-weighted total returns are reported here, which include all forms of income and capital gains. There are different aspects to return calculations explained below.

- Annual return: reflects the total return generated by investments in the specified year any between January 1 to December 31.
- Annualized return: the total return generated by investments in periods greater than one year. Annualized returns are the geometric average over a multi-year period, meaning they represent

the compound return. For periods of one year or less, the actual return is shown without the effect of compounding.

- Returns in this report are calculated net of fees based on the Prices of the ONE Investment portfolios. These are calculated daily by CIBC Mellon and take into account all fees and costs associated with managing the portfolio.
- Time-weighted returns: returns in this report are time-weighted in order for them to be compared to the benchmarks. Time-weighted returns are calculated in a way that excludes the effect of the timing of contributions and withdrawals (cash flows) from the portfolio. (To capture the effect of cash flows and measure their impact on returns, investors would instead need use dollar-weighted return calculations.)

Unit Cost

Unit Cost is the weighted average Price paid for all the Portfolio units held in the account and reflects the impact of units bought and sold over time.

Unrealized Gains: Please see Realized and Unrealized Gains

Value Added: The return generated by an investment manager above (or below, if negative) the benchmark.

Year to Date: The time period beginning January 1 and ending at the most recent quarter end.

To: ONE Joint Investment Board
 From: Keith Taylor, Chief Investment Officer
 Date: October 20, 2020
 Re: Overview of Global Fixed Income Mandate and Manager
 Report: 20-029

1. RECOMMENDATIONS

It is recommended that:

- 1) The Board receive the report entitled Overview of Global Fixed Income Mandate and Manager for information.

2. SUMMARY

ONE Investment initiated a manager search for a manager for a Global Fixed Income Mandate in 2019 with input from ONE’s Investment Advisory Committee (IAC), and the assistance of an investment consultant, AON. Manulife Asset Management was recommended as the manager for the Global Fixed Income Fund as a result of the process. This process was discussed at the May 20th ONE JIB meeting and ONE JIB approved the selection of investment managers for the Prudent Investment Program Funds, including Manulife Asset Management.

The mandate is intended to provide exposure to the universe of global fixed income investments, inclusive of emerging markets and high yield securities. The low interest rate environment and outlook for long term interest rates influenced the type of fixed income mandate chosen for the ONE Global Bond Fund. The mandate will use an ‘unconstrained fixed income’ approach, which is expected to produce higher returns than a traditional global fixed income mandate.

3. BACKGROUND

The ONE Global Bond Fund will leverage the mandate of an existing Manulife pooled fund

The ONE Global Bond Fund will hold a pooled fund to provide exposure to global fixed income securities. The two holdings in the ONE Global Bond Fund are anticipated to be the Manulife Investment Management Strategic Fixed Income Pooled Fund and residual cash. There is no immediate plan to transition to a separate mandate with the manager. Unlike the ONE Global Equity Fund, there are no tax efficiencies related to managing the mandate separately - withholding taxes would not be minimized using a separate account for the ONE Global Bond

Fund. Should the total assets in the ONE Global Bond Fund grow to sufficient levels the potential for a separate mandate can be revisited.

4. ANALYSIS

The IAC established priorities for selecting a Global Bond Fund manager

The IAC helped ONE Investment establish the following criteria for selecting the manager of the ONE Global Bond Fund:

1. A flexible and adaptive investment approach: Global Unconstrained Portfolio
2. A history of stable returns
3. A short duration for low interest rate sensitivity

These attributes were considered to be well-suited to the investment preferences and risk profile of municipal investors.

The Unconstrained Fixed Income approach was deemed to be a more advantageous approach rather than a traditional fixed income approach

The unconstrained fixed income mandate gives considerable latitude to the portfolio manager to actively manage the portfolio to add value. In a low interest rate environment, the returns that can be generated by 'clipping coupons' is limited. Additionally, there is limited room for interest rates to decline further, so there is very little potential for capital appreciation from long term bonds. The unconstrained approach is an active management approach where the manager uses a wide range of strategies to augment returns. This type of mandate tends to have exposures that are very dissimilar to the most major bond indices, and the manager uses both security selection to augment returns as well as top down strategies.

The manager provides exposure to a universe of securities and strategies that were previously unavailable to Municipal investors

The ONE Global Bond Fund is the largest of ONE JIB's pooled funds and should be considered a core offering for the Prudent Investment program. Gaining exposure to foreign bonds provides significant diversification benefits when compared to investing under the legal list. At the same time there is considerable opportunity to generate higher returns. The exposure to foreign currencies and the manager's active currency hedging strategy is just one example of an opportunity set that is not available under the legal list. Currency movements are heavily influenced by the dynamics of interest rates across countries. Active currency hedging could allow a fixed income manager to lock in a better yield while potentially insulating the investment from an offsetting movement in the currency. Exposure to foreign currencies is also an additional source of diversification for investors that is not available for investors only investing in Canadian securities.

The Fund also has meaningful exposure to high yield bonds and emerging market bonds that typically offer higher return potential. Exposure to the US bond market also provides opportunities that are not available in the Canadian bond market. The number of issues in the US is much larger, liquidity in the bond markets is much greater, and the type of fixed income

products is much more diverse than is available within the Canadian fixed income universe.

The manager's approach is broadly diversified and relatively conservative in nature

The mandate invests across regions, countries, sectors and has exposure to a wide range of fixed income security types. Fixed income returns are heavily influenced by macro-economic factors, and these factors can vary across countries/regions and impact sectors of the economy differently. This implies that there are some diversification benefits involved when investing in fixed income instruments globally. It also presents opportunities for the manager to add value by implementing trades where the investment manager has high conviction about the investment prospects

This mandate has relatively low interest rate sensitivity, with a 'duration' that typically is about 3.5 years. This means significant swings in interest rates have a limited impact on investment performance. The mandate also holds government securities, corporate bonds, and includes high yield bonds as well as investment grade bonds. The overall credit quality of the holdings is investment grade.

They have an active currency hedging strategy typically hedges greater than 50% of the portfolio back to the Canadian dollar. The interaction between international interest rates and currency movements means that a fully hedged approach may not be optimal. Hedging is used to reduce volatility and for diversification purposes but has also been used to enhance overall performance.

This product has a particularly low correlation to the Canadian government bonds, which implies good diversification benefits for the ONE JIB's prudent investment offering.

Drafted by: Keith Taylor, Chief Investment Officer

Approved for submission by: Judy Dezell and Donna Herridge - Co-Presidents/CEO

October 20, 2020

ONE Investment

For discussion of the risks associated with this strategy, please see the Investment Considerations page at the end of the presentation.

FOR INSTITUTIONAL/INVESTMENT PROFESSIONAL USE ONLY. As presented to One Investment. The information herein is not intended for general public use and should not be viewed or perceived to be viewed as soliciting business from private/retail investors.



Manulife Investment Management

Part of a leading global financial services group

Manulife

Protecting customer assets since 1887

35,000 employees serving **30** million customers worldwide

\$1.2T in assets under management and administration

- Global wealth and asset management
- Financial advice
- Insurance

Manulife Investment Management

- Institutional asset management
- Retirement
- Retail investments

1,000+ institutional accounts

\$900B in assets under management and administration

13 Million retirement plan participants and investor accounts

230,787 retirement plans served globally

Source: MFC Statistical Information Package. Manulife Investment Management is the unified global brand for Manulife's global wealth and asset management business, which serves individual investors and institutional clients in three businesses: retirement, retail and institutional asset management (public and private markets). Global Wealth and Asset Management AUMA at June 30, 2020 which includes \$203.2 billion of assets managed on behalf of other segments and \$149.5B of assets under administration. Assets shown in Canadian Dollars.

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A passion for providing solutions

Backed by the full resources of a leading global financial institution

Fixed income

Diverse strategies built on centralized research, autonomous teams, and a heritage of risk management.

140+
investment
professionals

10
teams around
the globe

\$248.5B
in assets under
management¹

Multi-asset solutions

Active allocation, deeper diversification, and tailored solutions built over 25 years of multi-asset innovation.

50+
investment
professionals

25+
Years of multi-
asset investing

\$185.4B
in assets under
management²

Alpha-focused equity

Customizable, differentiated strategies pursuing specialized and durable sources of alpha.

140+
investment
professionals

10
teams around
the globe

\$115.3B
in assets under
management³

Private markets

Capitalizing on inefficient markets, diversification potential, and seeking attractive risk-adjusted returns.

280+
investment
professionals

95+
Years of
experience⁴

\$148.9B
in assets under
management and
administration⁵

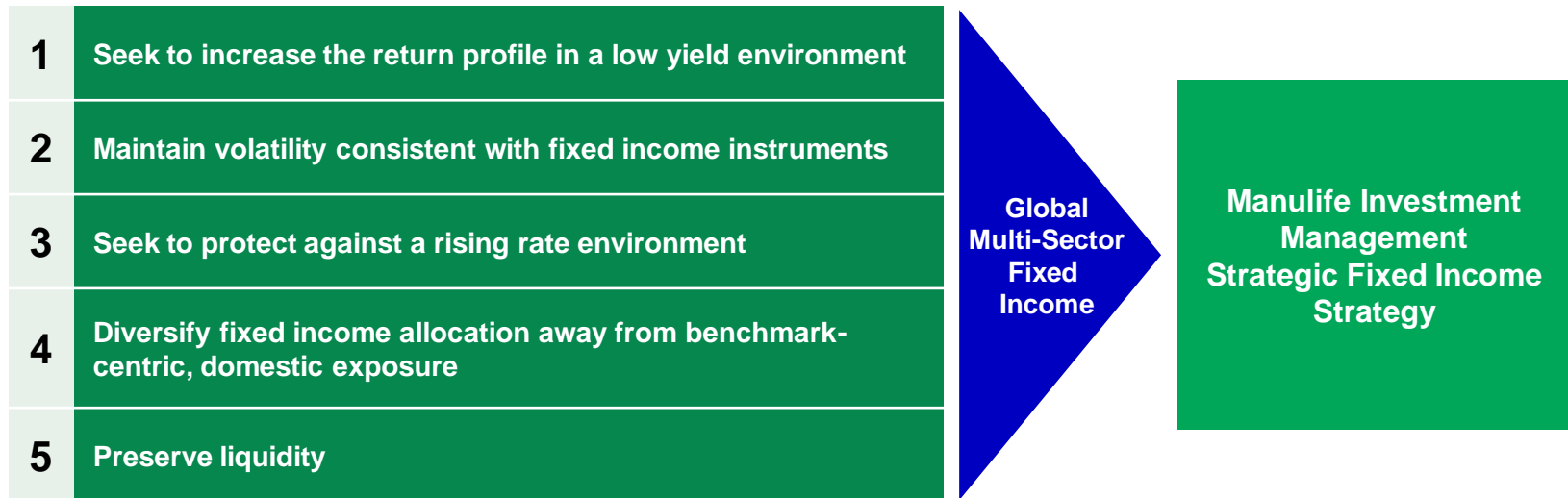
Source: Manulife Financial Corporation as of June 30, 2020. Excludes subadvised AUM. Assets shown in Canadian Dollars. ¹ AUM includes money market, index bonds and absolute return rates assets and excludes liability driven investing (LDI) assets; includes certain equity and fixed income portions of balanced investments. The methodologies used to compile the total assets under management are subject to change. ² AUM includes all asset allocation, index and liability driven investing (LDI) assets; \$51.5B is invested into other Manulife IM strategies outside MAST. ³ AUM includes certain equity and fixed income portions of balanced investments. The methodologies used to compile the total assets under management are subject to change. ⁴ Includes significant experience investing on behalf of the Manulife general account. ⁵ AUM information, on a fair value basis, represents real estate equity and debt, infrastructure, private equity and credit, private placements, oil and gas, timber and agriculture assets managed by Manulife IM on behalf of the Manulife General Account, \$28.7B for external clients, and \$430M of unfunded committed capital of Manulife IM Private Markets (US) LLC. The methodologies used to compile the total assets under management are subject to change and may not reflect regulatory AUM as reported on certain affiliates' Form ADV.

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Global Multi-Sector Fixed Income

A Response to Challenging Fixed Income Markets

Typical Plan Sponsor Fixed Income Investment Objectives



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Global Multi-Sector Fixed Income Team

Roles and Experience

Daniel S. Janis, III – Head and Senior Portfolio Manager (36 Years' Experience – Boston)

Boston

Thomas C. Goggins
Senior Portfolio Manager
33 Years' Experience

Charles Tomes
Associate Portfolio Manager
12 Years' Experience

Peter Azzinaro
Global Macro Strategist
28 Years' Experience

Joseph Rothwell, CFA
Senior Investment Analyst
12 Years' Experience

David Zielinski, CFA
Client Portfolio Manager
24 Years' Experience

London

Christopher Chapman, CFA
Portfolio Manager
21 Years' Experience

Hong Kong

Kisoo Park
Senior Portfolio Manager
34 Years' Experience

Global Multi-Sector Portfolio Implementation – Boston

Christopher Camell
Senior Portfolio Analyst

Christopher Smith, CFA, CAIA
Senior Portfolio Analyst

Andrew Moylan, CFA
Portfolio Analyst

Additional Resources

Credit & Securitized Asset Research

Financial Services:
Donald Tucker, CFA – Head of US FI Research

Tech/Media/Telecom/Consumer:
Spencer Godfrey, CFA (Team Leader)

Industrial/Utilities/Energy:
Pranay Sonalkar (Team Leader)

Emerging Markets:
Richard Segal (Team Leader)

Securitized Asset Research:
William Paolino (Team Leader)

Additional Credit Research: 15 Analysts

Trading

Jason Fromer
Head of US FICC Trading
11 Traders (trade by sector specialty)

Macroeconomic and Strategy

Frances Donald
Global Chief Economist & Head of Global Macroeconomic Strategy
5 Macroeconomic Strategists

Asia Team (Investment Professionals in 10 Markets)

China, Hong Kong, Indonesia, Japan, Malaysia, Philippines,
Taiwan, Thailand, Vietnam, Singapore

Investment Risk & Quantitative Analytics and ESG Research & Integration

Peter Mennie, ASIP
Global Head
10 Quantitative Analysts
7 ESG Analysts

Client Portfolio Managers

Richard Baker
Dylan Ngai, CFA

As of June 30, 2020

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Strategic Fixed Income Strategy

Investment Philosophy & Process

Philosophy

We believe strong, consistent returns can be generated by investing primarily in a portfolio of global government, corporate and securitized debt, including emerging markets and high yield securities. Currency management is employed to further diversify the portfolio, mitigate risk and add value. By expanding the investment universe to include multiple sectors and currencies, we believe we increase our potential to add value while reducing risk.

Process

- Consistent adherence to disciplined investment style and process which utilizes diverse sources of alpha



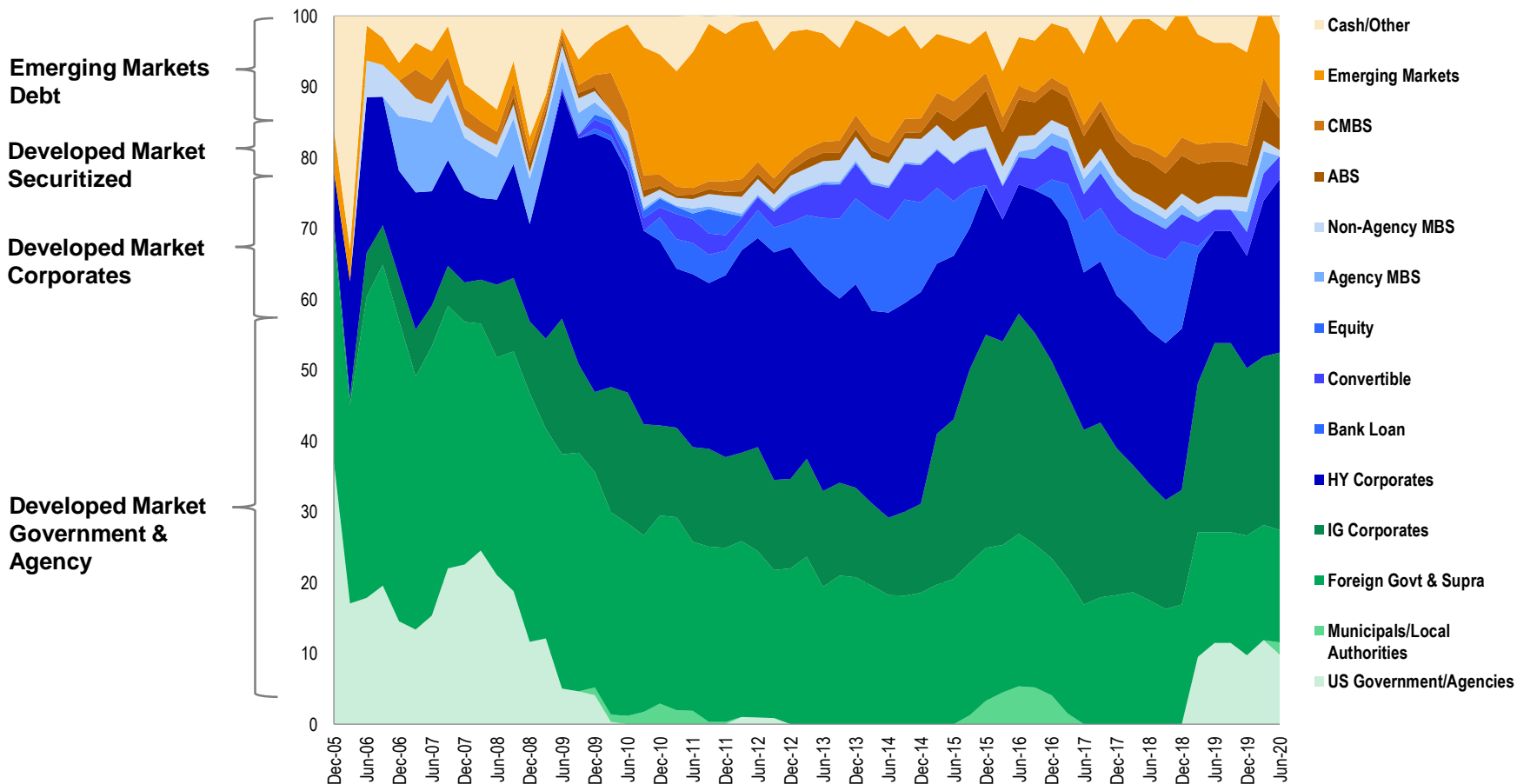
- Using a comprehensive investment process, we seek to:
 - Invest in attractive sectors based on our top-down view of macro economic conditions
 - Engage in an intensive bottom-up research process to identify relative value opportunities within those sectors
 - Make opportunistic currency investments to add value and further diversify our portfolio position

For illustrative purposes only.

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Strategic Fixed Income Strategy

Dynamic Sector Allocation



As of June 30, 2020

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Strategic Fixed Income Strategy

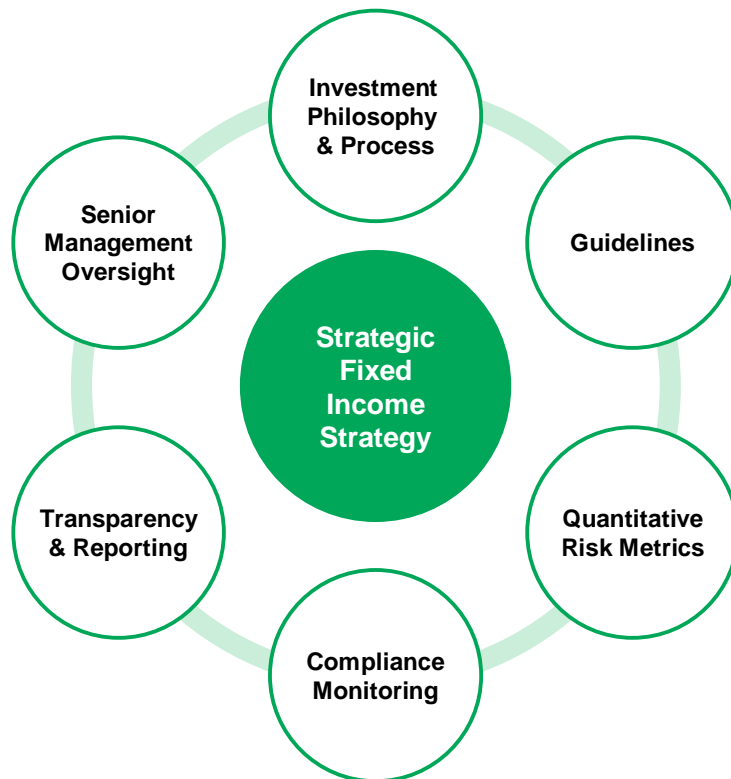
Multi-Dimensional Risk Management

Investment Philosophy

- Conduct Top-Down Macroeconomic Analysis
- Identify Attractive Sectors
- Conduct Fundamental Analysis
- Portfolio Construction & Risk Management

Senior Management Oversight

- Identify and monitor risks
- Operational risk oversight
- Operating Committee
- Derivative usage and counterparty selection policies



Compliance Monitoring

- Bloomberg
- Pre-trade compliance
- Over-night compliance
- Investigation, documentation and resolution of violations

Guideline

Limit

Average Quality Min	Investment Grade
Industry Max	25%
Single Foreign Gov't Max	25%
Average Holding Size	0.5–1.5% Greater diversification for lower quality bonds

Risk Management

- Dedicated risk management team
- Daily reporting
- Volatility forecasts
- Tracking error decomposition
- Value at Risk (VaR)
- Scenario analysis/stress testing
- ESG exposure analysis

For illustrative purposes only.

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Portfolio Structure & Performance

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Strategic Fixed Income Strategy

Characteristics as of August 31, 2020

Characteristic	Strategic Fixed Income (C\$) Strategy	Bloomberg Barclays Multiverse Index
Average Rating	BAA1	A1
Average Coupon (%)	3.73	2.74
Average Life (Years)	4.88	8.80
Yield to Maturity (%)	2.10	1.16
Yield to Worst (%)	1.89	1.14
Effective Duration (Years)	3.52	7.14

Top Ten Issuers	Portfolio Weight (%)
United States Treasury Note/Bond	8.61
Indonesia Treasury Bond	2.65
US Bancorp	1.97
HCA	1.54
1011778 BC ULC / New Red Finance	1.43
CSC Holdings LLC	1.39
Post Holdings	1.37
Ball Corp	1.36
Singapore Government Bond	1.21
Bausch Health Cos	1.17
Total	22.70

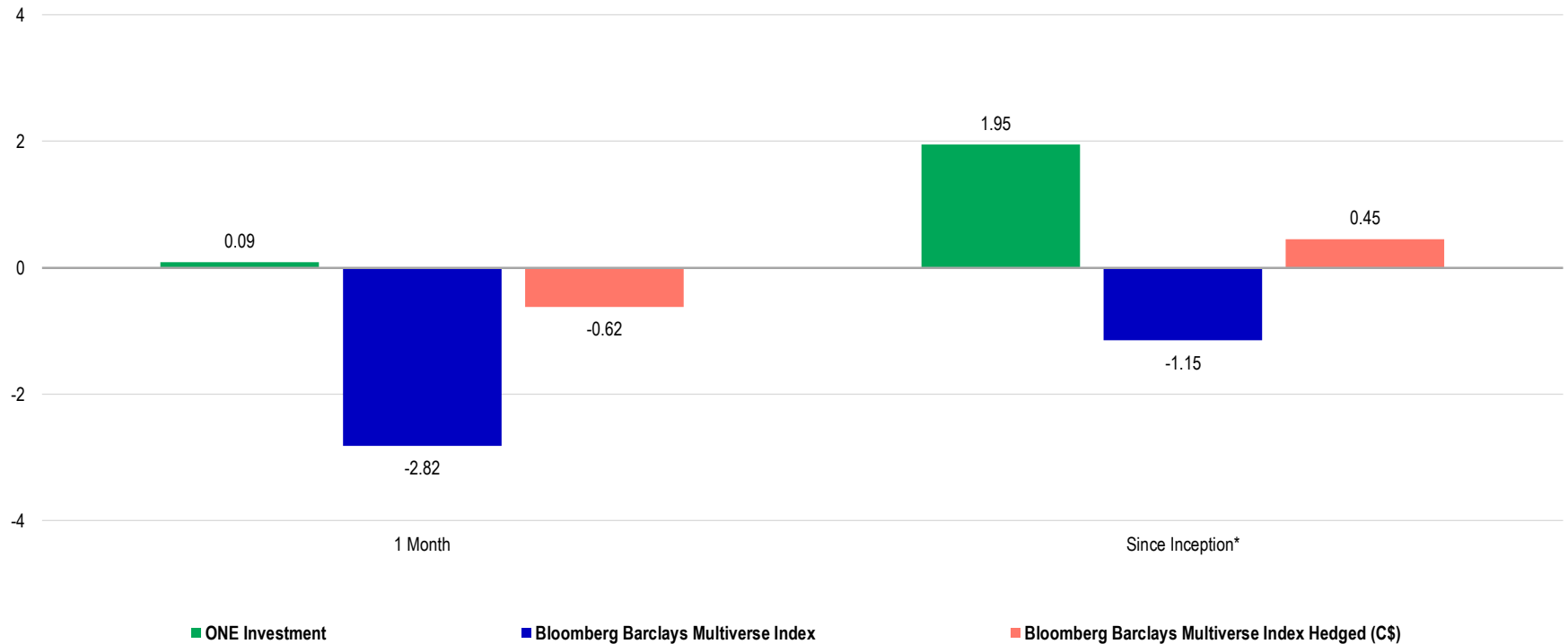
In CAD

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Sector Allocation (%)	Strategic Fixed Income (C\$) Strategy	Bloomberg Barclays Multiverse Index
US Government	10.58	14.23
US Treasuries	9.11	13.39
US Agency	0.00	0.57
Municipal	1.46	0.26
Credit	50.82	20.53
IG Corporates	23.47	17.62
HY Corporates	24.15	2.90
Bank Loans	0.00	0.00
Convertibles	3.21	0.00
Equities	0.00	0.00
Securitized	6.02	12.85
Agency MBS	0.00	9.68
Non-Agency MBS	0.61	0.00
ABS	3.99	2.36
CMBS	1.42	0.82
Non-US Developed	15.57	39.35
Govt & Agency	13.67	37.41
Supranational	1.91	1.95
Emerging Markets	10.73	13.04
Emerging Markets — USD	4.49	3.55
Emerging Markets — Non USD	4.79	9.49
Cash/Other	6.28	0.00

One Investment Results as of August 31, 2020

Annualized Returns (%)



Source: Manulife Investment Management

*Since Inception Date: July 7, 2020

See page 21 for important information regarding this page.

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Appendix

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Biographies

Daniel S. Janis, III is head of Global Multi-Sector Fixed Income at Manulife Investment Management. He is a senior managing director, senior portfolio manager and the lead portfolio manager for the company's global multi-sector fixed income strategies, responsible for asset allocation, global bond research and currency management. His areas of expertise include global economics, foreign exchange, derivatives and risk management. Prior to joining the company, Dan was a vice president and proprietary risk manager for BankBoston. Earlier in his career, he worked as a vice president for Morgan Stanley in the foreign exchange department and managed their forward desk from 1991 to 1997. He holds certification from the Association of International Bond Dealers.

Education: Harvard University, AB in Economics, 1983

Joined Company: 1999

Began Career: 1984

Thomas C. Goggins is a senior managing director and senior portfolio manager on the Global Multi-Sector Fixed Income Team at Manulife Investment Management. He is responsible for portfolio management, global bond research, security selection and risk management for the company's global multi-sector fixed income strategies. Prior to joining the company, Tom held positions at Putnam Investments, Transamerica Investments, SAC Capital and Fontana Capital.

Education: University of Wisconsin, BBA, 1981; J.L. Kellogg Graduate School of Management at Northwestern University, MA in Finance and Accounting, 1987

Joined Company: 1995; rejoined 2009

Began Career: 1987

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Biographies

Kisoo Park is a managing director and senior portfolio manager on the Global Multi-Sector Fixed Income Team at Manulife Investment Management. He is responsible for portfolio management, global bond research and currency management for the company's global multi-sector fixed income strategies. Kisoo joined Manulife Investment Management from a hedge fund firm based in Hong Kong, where he was a founding member and COO. Prior to that, he was the CIO responsible for tactical asset allocation investing in global equities, fixed income, commodities, FX and interest rate asset classes at Prince Asset Management, Hong Kong. Earlier in his career, Kisoo held positions at Bank of Montreal, Fleet National Bank, Morgan Stanley and Bank of New England, where he began his career specializing in treasury products, FX and interest rate trading.

Education: Tufts University, BA in Economics, 1986; University of Chicago, Graduate School of Business, 2007

Joined Company: 2011

Began Career: 1986

Christopher Chapman, CFA, is a managing director and portfolio manager on the Global Multi-Sector Fixed Income Team at Manulife Investment Management. Chris is responsible for portfolio management, global sovereign debt and currency research, portfolio construction, and risk management for the company's global multi-sector fixed income strategies. Prior to this position, Chris was a senior investment analyst with the Global Multi-Sector Fixed Income Team. Before that, he worked in several other areas of the firm, including as an investment risk analyst on the Quantitative Research Team. Chris began his career at State Street Bank. He is a CFA charterholder and a member of CFA Society Boston, Inc.

Education: Stonehill College, BSBA in Management, 1999; Boston College, MSF, 2003

Joined Company: 2005

Began Career: 1999

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Biographies

David W. Zielinski, CFA, is a managing director and client portfolio manager on the Global Multi-Sector Fixed Income Team at Manulife Investment Management. He is responsible for supporting our client facing teams in the effective communication and positioning of our global multi-sector fixed income strategies with clients, prospects and consultants. Prior to joining the company, David was a vice president and senior product engineer for Global Fixed Income at State Street Global Advisors (SSgA). Prior to that, he was a portfolio manager in currency management with SSgA. He began his career with MassMutual Financial Group as an investment analyst, and later worked at Barings LLC as an investment analyst in quantitative management. He is a CFA charterholder.

Education: Bryant University, BS in Finance, 1997; Babson College, MBA, 2004

Joined Company: 2010

Began Career: 1997

Mark Bischoff, CFA, is managing director, relationship management, at Manulife Investment Management. He is responsible for managing Canadian institutional and sub-advisory client relationships on behalf of Manulife. Prior to joining the company, Mark was principal at State Street Global Advisors, Ltd. (Canada), where he was responsible for business development, relationship management and SSgA's sales and marketing efforts in the province of Ontario.

Mark is a member of the Institutional Asset Management Committee of the CFA Society Toronto and a member of the Ontario Regional Council of the Association of Canadian Pension Management. He is also a licensed Life Insurance and A&S agent with the Financial Services Commission of Ontario.

Education: University of Toronto, BComm, 1994

Joined Company: 2010

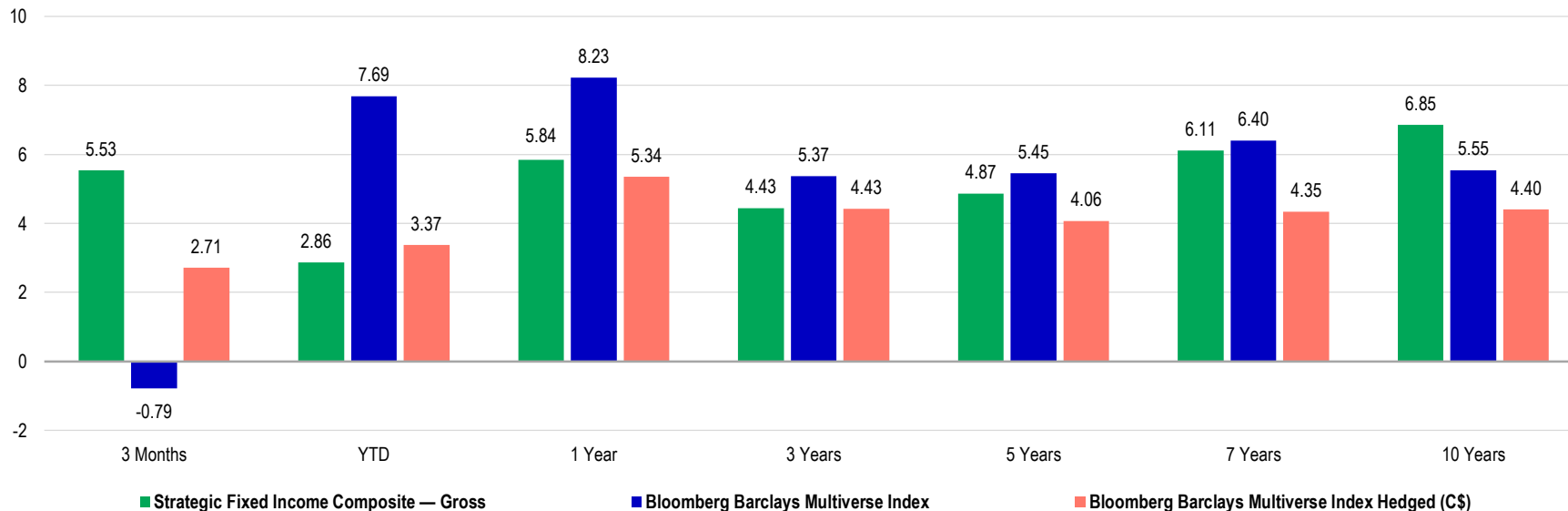
Began Career: 1994

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Strategic Fixed Income Strategy

Investment Results as of August 31, 2020

Annualized Returns (%)



Calendar Year Returns (%)

	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Strategic Fixed Income Composite-Canada (Gross)	9.44	-0.56	4.63	5.19	7.63	10.25	6.51	11.39	4.15	10.93
Bloomberg Barclays Multiverse Index	1.72	7.52	0.62	-0.71	15.98	9.54	4.37	2.52	8.17	0.32
Excess Return	7.72	-8.08	4.01	5.90	-8.36	0.71	2.14	8.87	-4.02	10.61
Bloomberg Barclays Multiverse Index Hedged (C\$)	7.67	0.87	2.96	4.28	1.48	8.29	0.89	7.00	6.25	5.39
Excess Return	1.77	-1.43	1.67	0.91	6.15	1.96	5.62	4.39	-2.10	5.54

In CAD
Composite inception date: December 2005

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Strategic Fixed Income Strategy

Benchmark Definitions

Index	Definition
Bloomberg Barclays Multiverse Index	The Bloomberg Barclays Multiverse Index provides a broad-based measure of the global fixed income bond market. The index represents the union of the Global Aggregate Index and the Global High Yield Index and captures investment grade and high yield securities in all eligible currencies.
Bloomberg Barclays Multiverse Index Hedged	The Bloomberg Barclays Multiverse Index provides a broad-based measure of the global fixed income bond market. The index represents the union of the Global Aggregate Index and the Global High Yield Index and captures investment grade and high yield securities in all eligible currencies, hedged to Canadian dollar.
FTSE Canada Universe Bond Index	The FTSE Canada Universe Bond Index is a market capitalization-weighted index designed to be a broad measure of the Canadian investment-grade, fixed income market, including Government of Canada, provincial and corporate bonds with maturities of more than one year and a credit rating of BBB or higher.
Bloomberg Barclays US Aggregate Bond Index	The Bloomberg Barclays US Aggregate Bond Index represents securities that are US domestic, taxable, dollar-denominated. The index covers the US investment-grade fixed-rate bond market, with index components for government and corporate securities, mortgage pass-through securities, and asset-backed securities.
BofA Merrill Lynch Global Corporate Index	The BofA Merrill Lynch Global Corporate Index tracks the performance of investment grade corporate debt publicly issued in the major domestic and eurobond markets. Qualifying securities must have an investment grade rating (based on an average of Moody's, S&P and Fitch), at least 18 months to final maturity at the time of issuance, at least one year remaining term to final maturity as of the rebalancing date and a fixed coupon schedule.
BofA Merrill Lynch Global High Yield Index	The BofA Merrill Lynch Global High Yield Index tracks the performance of USD, CAD, GBP and EUR denominated below investment grade corporate debt publicly issued in the major domestic or Eurobond markets. Qualifying securities must have a below investment grade rating (based on an average of Moody's, S&P and Fitch), at least 18 months to final maturity at the time of issuance, at least one year remaining term to final maturity as of the rebalancing date.
JP Morgan CEMBI Diversified Index	The JP Morgan Corporate Emerging Markets Bond Index (CEMBI) is a market capitalization weighted index consisting of liquid USD-denominated emerging market corporate bonds.
JP Morgan EMBI Global Diversified Index	JP Morgan EMBI Global Diversified Index is a uniquely weighted index that tracks total returns for U.S. dollar-denominated debt instruments issued by emerging market sovereign and quasi-sovereign entities, including Brady bonds, loans and Eurobonds.
JP Morgan GBI GBI-EM Global Diversified Index	The JPMorgan GBI-EM is a comprehensive emerging markets debt benchmark that track local currency bonds issued by Emerging Market governments.

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Investment Considerations

A widespread health crisis such as a global pandemic could cause substantial market volatility, exchange trading suspensions and closures, and affect portfolio performance. For example, the novel coronavirus disease (COVID-19) has resulted in significant disruptions to global business activity. The impact of a health crisis and other epidemics and pandemics that may arise in the future, could affect the global economy in ways that cannot necessarily be foreseen at the present time. A health crisis may exacerbate other pre-existing political, social and economic risks. Any such impact could adversely affect the portfolio's performance, resulting in losses to your investment.

Any performance information shown is the investment strategy composite gross of fees, including advisory and investment management fees and other expenses an investor would incur, but net of transaction costs, unless otherwise noted; deduction of such expenses would reduce returns. Past performance is not indicative of future results. Net performance results reflect the application of the highest incremental rate of the standard investment advisory or management fee schedule to gross performance results, unless otherwise indicated. Changes in exchange rates may have an adverse effect. Actual fees may vary depending on, among other things, the applicable fee schedule, portfolio size and/or investment management agreement. For example, if \$100,000 were invested and experienced a 10% annual return compounded monthly for 10 years, its ending value, without giving effect to the deduction of advisory or investment management fees, would be \$270,704 with

annualized compounded return of 10.47%. If an advisory or investment management fee of 0.95% of the average market value of the account were deducted monthly for the 10-year period, the annualized compounded return would be 9.43% and the ending dollar value would be \$246,355. Unless otherwise noted, returns greater than one year are annualized; calendar year returns for each one year period end in December. Discrepancies may occur due to rounding.

Performance information shown is generally for discretionary strategies/solutions and managed by a Manulife entity which is GIPS compliant and falls under the definition of a corresponding Manulife GIPS firm. Some investment strategies/solutions may not be included in a GIPS compliant firm under certain circumstances, e.g., SMA/UMA business in Canada or UMA models in the US.

Any characteristics, guidelines, constraints or other information provided for this material is representative of the investment strategy and is provided for illustrative purpose only. They may change at any time and may differ for a specific account. Such information presented was selected by the firm as a representative account that is deemed to best represent the investment strategy. Each client account is individually managed; actual holdings will vary for each client and there is no guarantee that a particular client's account will have the same characteristics as described herein. Any information about the holdings, asset allocation, or sector diversification is historical and is not an indication of future performance or any future

portfolio composition, which will vary. Portfolio holdings are representative of the strategy, are subject to change at any time, are not a recommendation to buy or sell a security, do not represent all of the securities purchased, sold or recommended for the portfolio. It should not be assumed that an investment in these securities was or will be profitable. Top ten holdings information combines share listings from the same issuer, and related depositary receipts, into a singular holding to accurately present aggregate economic interest in the referenced company.

No investment strategy or risk management technique can guarantee returns or eliminate risk in any market environment.

Diversification or asset allocation does not guarantee a profit nor protect against loss in any market. The indices referenced herein are broad-based securities market indices and used for illustrative purposes only. The indices cited are widely accepted benchmarks for investment performance within their relevant regions, sectors or asset classes, and represent non-managed investment portfolios.

If derivatives are employed, note that investing in derivative instruments involves risks different from, or possibly greater than, the risks associated with investing directly in securities and other traditional investments and, in a down market, could become harder to value or sell at a fair price.

Source for information shown is Manulife Investment Management, unless otherwise noted.

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Investment Considerations

Manulife Investment Management claims compliance with the Global Investment Performance Standards (GIPS®). Manulife Investment Management ("the Firm") was created on January 1, 2018 as a result of a consolidation of six Manulife Asset Management entities, (1) Manulife Asset Management US ("MAM US") comprised of Manulife Asset Management (US) LLC, Manulife Asset Management (North America) Limited ("MAM NA"), and John Hancock Trust Company ("JHTC"), (2) Manulife Asset Management (Europe) Limited ("MAMUK"), (3) Manulife Asset Management (Japan) ("MAMJ"), (4) Manulife Asset Management (Hong Kong) Limited ("MAM HK"), (5) Manulife Asset Management (Singapore) Pte. Ltd. ("MAMS") and (6) Manulife Asset Management Limited ("MAML") including its subsidiary Manulife Asset Management Private Markets (Canada) Corp. ("MAMPCC"). The predecessor firms claimed compliance with GIPS®. Investors interested in these strategies can access this information through their local Manulife IM affiliate. To receive a complete list and description of Manulife Investment Management's composites and/or a presentation that adheres to the GIPS standards, contact Institutional Sales at 1-888-332-7132, or visit us at www.manulifeim.com/institutional."

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About Manulife Investment Management

Manulife Investment Management is the global wealth and asset management segment of Manulife Financial Corporation. We draw on more than 150 years of financial stewardship to partner with clients across our institutional, retail, and retirement businesses globally. Our specialist approach to money management includes the highly differentiated strategies of our fixed-income, specialized equity, multi-asset solutions, and private markets teams—along with access to specialized, unaffiliated asset managers from around the world through our multimanager model.

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Hong Kong: Manulife Investment Management (Hong Kong)

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Japan: Manulife Investment Management (Japan) Limited.
Malaysia: Manulife Investment Management (M) Berhad (formerly known as Manulife Asset Management Services Berhad) 200801033087 (834424-U) **Philippines:** Manulife Asset Management and Trust Corporation. **Singapore:** Manulife Investment Management (Singapore) Pte. Ltd. (Company Registration No. 200709952G) **South Korea:** Manulife Investment Management (Hong Kong). Limited **Switzerland:** Manulife IM (Switzerland) LLC. **Taiwan:** Manulife Investment Management (Taiwan) Co. Ltd. **United States:** John Hancock Investment Management LLC, Manulife Investment Management (US) LLC, Manulife Investment Management Private Markets (US) LLC, and Hancock Natural Resource Group, Inc. **Vietnam:** Manulife Investment Fund Management (Vietnam) Company Limited.

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