



# **BRIDGEHOUSE**

*Independent Platform*

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**Brandes Greystone Lazard Sionna Morningstar**

2017 Annual Management Report  
of Fund Performance

Sionna Diversified Income Fund



## SIONNA DIVERSIFIED INCOME FUND

*This annual management report of fund performance contains financial highlights but does not contain the complete annual financial statements of the Fund. The annual financial statements are in a separate booklet. You may obtain a copy of the annual financial statements at your request, and at no cost, by calling toll-free 1.888.861.9998, by writing to us at Bridgehouse Asset Managers, 33 Yonge Street, Suite 300, Toronto, ON, M5E 1G4, or by visiting our website: [www.bridgehousecanada.com](http://www.bridgehousecanada.com) or the SEDAR website: [www.sedar.com](http://www.sedar.com).*

*You may also contact us using one of these methods to request a copy of the Fund's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure relating to the Fund.*

### MANAGEMENT DISCUSSION OF FUND PERFORMANCE

#### Investment Objective and Strategies

Our objective for this Fund is to generate steady income and grow capital for investors over the long-term, by investing primarily in Canadian equities. To enhance income, the Fund invests a portion of its net assets in fixed income securities and may invest in foreign equity securities. Currently, the fixed income portion of the Fund is invested in Hedged units of the Brandes Corporate Focus Bond Fund.

Sionna Investment Managers Inc. ("Sionna") is the portfolio sub-advisor. Sionna applies a "relative-value" Graham & Dodd, bottom-up approach to stock selection. Sionna generally buys stocks of Canadian companies that are financially strong.

Brandes Investment Partners, L.P. ("Brandes LP") is the portfolio sub-advisor in respect of the Brandes Corporate Focus Bond Fund which invests primarily to U.S. dollar denominated corporate fixed income securities.

#### Risk

As an investor in this Fund, you should be prepared for short-term performance fluctuations, and be a patient, long-term holder.

There were no significant changes to the level or type of risk you would expect from the Fund over the course of the year. It continues to have a low to medium risk level. Refer to the Fund's simplified prospectus for a complete list of all risks.

#### Results of Operations from January 1, 2017 to December 31, 2017

##### **Markets & Effect**

The S&P/TSX Composite was up 4.5% in the fourth quarter, generating a total return of 9.1% for the year. The housing market finally took a breather after the Ontario government introduced measures to cool the imbalances. Mortgage lender Home Capital Group experienced missteps and a fall in value that kept real estate concerns at the forefront. Price of oil erased some of the previous year's gains to dip to the low \$40s before closing the year stronger than where it started. The U.S Federal Reserve raised the benchmark interest three times this year which is highly notable since they were only increased five times in the past decade. Consumer confidence continued to trend upwards, while unemployment continued to trend downwards. The Republicans passed the first major tax bill in 30 years that will lower the corporate tax rate from 35% to 21%. This change was what the market hoped for, but seemed to be reflected in equity prices already and unlikely to create further gains. Sionna continues to focus on their bottom-up analysis, buying stocks below their estimate of intrinsic value and properly diversifying the portfolio. This should protect and grow capital over the long term even as macroeconomic events unfold in the backdrop.

##### **Performance**

The Fund's Series A units trailed its benchmark, gaining 3.9% versus a gain of 7.6% for the Sionna Diversified Income Benchmark (the "Index"). (Please see the Benchmark Indices section for a full description).

The Fund returns are after the deduction of fees and expenses while the benchmark returns do not include any costs of investing. See the "Past Performance" section for the returns of the other series, which may vary because of differences in management fees and expenses or timing of series introduction.

Holdings in oil, gas & consumable fuels made positive contributions to overall performance, while holdings in media detracted from performance for the period.

### **Asset Mix**

At December 31, 2017, Canadian equities made up 81.1% of the Fund, fixed income made up 15.5% and was invested in units of the Brandes Corporate Focus Bond Fund (Hedged), and approximately 3.4% was in cash and other net assets.

The Fund's exposure to various industries shifted due to stock-specific buying and selling activity, as well as to changes in the prices of holdings. The most significant industry exposure change was an increase in holdings in insurance to 10.6% from 4.1% at December 31, 2016.

### **Flows & Fees**

The Fund's Net Asset Value decreased to \$78.7 million at December 31, 2017, from \$91.3 million at December 31, 2016. Of this change, a increase of \$3.2 million was due to positive performance (net of investment income) and a decrease of \$15.8 million was due to outflows.

For Series A units, the annualized management expense ratio ("MER") at December 31, 2017 is 2.30%, unchanged from December 31, 2016.

### **Recent Developments**

There are no known changes at this time to the strategic positioning of the Fund, the manager, or portfolio sub-advisor.

On July 7, 2017, Bridgehouse re-designated current investors in Series K to Series A, Series L to Series A, Series M to Series F and eliminated Series K, Series L and Series M. In anticipation of the Series re-designations, Series K, Series L and Series M were closed to new purchases as of July 4, 2017.

### **International Financial Reporting Standards**

IFRS 9, "Financial Instruments" ("IFRS 9")—The International Accounting Standards Board (IASB) issued IFRS 9 to replace IAS 39, "Financial Instruments—Recognition and Measurement". IFRS 9 introduces a model for classification and measurement, a single, forward-looking 'expected loss' impairment model and a substantially reformed approach to hedge accounting. The new single, principle based approach for determining the classification of financial assets is driven by cash flow characteristics and the business model in which an asset is held. The new model also results in a single impairment model being applied to all financial instruments, which will require more timely recognition of expected credit losses. It

also includes changes in respect of own credit risk in measuring liabilities elected to be measured at fair value, so that gains caused by the deterioration of an entity's own credit risk on such liabilities are no longer recognized in profit or loss.

The new standard is effective for the Fund's for its fiscal year beginning January 1, 2018. On adoption of IFRS 9 the Fund's investment portfolio will continue to be classified as fair value through profit or loss. Other financial assets which are held for collection will continue to be measured at amortised cost with no material impact expected from application of the new impairment model. As a result, the adoption of IFRS 9 is not expected to have a material impact on the Fund's financial statements."

### **Related Party Transactions**

#### **Manager and Portfolio Advisor**

The Fund is managed and advised by Brandes Investment Partners & Co., operating as Bridgehouse Asset Managers ("Bridgehouse") which provides (or arranges for) investment management, distribution, marketing and promotion of the Fund. Bridgehouse receives a monthly management fee based on the daily average net assets of each class of the Fund. In addition, Bridgehouse is entitled to be reimbursed by the Fund for certain operating expenses.

Sionna Investment Managers Inc. ("Sionna") continues as the Fund's portfolio sub-advisor. Bridgehouse pays Sionna an investment management fee to provide the Fund with investment management services.

#### **Forward-Looking Statements**

This document may contain forward-looking statements relating to anticipated future events, results, performance, decisions, circumstances, opportunities, risks or other matters. Forward-looking statements are statements that are predictive in nature, depend upon or refer to future events or conditions, or that include words such as "may", "will", "should", "could", "expect", "anticipate", "intend", "plan", "believe", or "estimate" or other similar expressions. These statements require us to make assumptions and are subject to inherent risks and uncertainties. Our predictions and other forward-looking statements may not prove to be accurate, or a number of factors could cause actual events, results, performance, etc. to differ materially from the targets, expectations, estimates or intentions expressed or implied in the forward-looking statements. These factors could include, among others, market and general economic conditions, interest rates, regulatory and statutory developments, the effects of competition in the geographic and business areas in which the Fund may invest, and the

risks detailed from time to time in the Fund's simplified prospectus. Forward-looking statements are not guarantees of future performance. For these reasons, it is important that readers do not place undue reliance on our forward-looking statements and should be aware that the Fund may not update any forward-looking statements whether as a result of new information, future events or otherwise.

## **Benchmark Indices**

**Sionna Diversified Income Benchmark:** This blended benchmark is weighted 75% S&P/TSX Composite Index and 25% Barclays Capital U.S. Intermediate Credit Bond Index (Hedged).

**S&P/TSX Composite Index:** This index tracks the performance of some of the largest and most widely held Canadian stocks listed on the Toronto Stock Exchange.

**Barclays Capital U.S. Intermediate Credit Bond Index (Hedged):** This index measures the performance of investment grade corporate bonds in the United States with maturities of between one and ten years. The hedged version reduces the exposure of currency fluctuations on index performance.

## FINANCIAL HIGHLIGHTS

FOR PERIODS ENDED DECEMBER 31, 2013 TO 2017

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for the past five periods ended December 31 or, if shorter, the period since the inception of the Fund. In the year a fund or series is established, 'period' represents inception to December 31 of that year. In all other cases, 'period' represents year ended December 31.

### The Fund's Net Assets per Unit (\$) (note 1)

	Net assets, beginning of period	Increase (decrease) from operations					Distributions					Net assets, end of period	
		Total revenue	Total expenses	Realized gains (losses) for the period	Unrealized gains (losses) for the period	Total increase (decrease) from operations (note 2)	From net investment income excluding dividends	From dividends	From capital gains	Return of capital	Total annual distribution (note 3)		
Series A	2017	8.89	0.32	(0.20)	(0.13)	0.39	0.38	-	(0.11)	-	(0.35)	(0.46)	8.76
	2016	7.65	0.35	(0.19)	0.13	1.36	1.65	-	(0.17)	-	(0.29)	(0.46)	8.89
	2015	9.00	0.39	(0.20)	0.25	(1.30)	(0.86)	-	(0.16)	(0.11)	(0.19)	(0.46)	7.65
	2014	9.14	0.40	(0.21)	0.57	(0.34)	0.42	-	(0.14)	(0.38)	(0.04)	(0.56)	9.00
	2013	8.32	0.36	(0.20)	0.46	0.63	1.25	-	(0.10)	(0.16)	(0.16)	(0.42)	9.14
Series F	2017	9.87	0.37	(0.11)	(0.07)	0.63	0.82	-	(0.22)	-	(0.27)	(0.49)	9.85
	2016	8.39	0.40	(0.11)	0.18	1.55	2.02	-	(0.28)	-	(0.21)	(0.49)	9.87
	2015	9.76	0.44	(0.11)	0.26	(1.44)	(0.85)	-	(0.28)	(0.18)	(0.03)	(0.49)	8.39
	2014	9.94	0.45	(0.12)	0.62	(0.32)	0.63	-	(0.27)	(0.44)	(0.04)	(0.75)	9.76
	2013	8.92	0.40	(0.11)	0.51	0.72	1.52	-	(0.22)	(0.15)	(0.04)	(0.41)	9.94
Series I	2017	9.99	0.36	-	(0.16)	0.41	0.61	-	(0.34)	-	(0.17)	(0.51)	10.08
	2016	8.39	0.39	-	0.19	1.53	2.11	-	(0.38)	-	(0.12)	(0.50)	9.99
	2015	9.66	0.44	-	0.23	(1.36)	(0.69)	-	(0.39)	(0.12)	-	(0.51)	8.39
	2014	10.09	0.45	-	0.65	(0.40)	0.70	-	(0.38)	(0.70)	(0.04)	(1.12)	9.66
	2013	9.10	0.35	-	0.50	1.15	2.00	-	(0.61)	-	-	(0.61)	10.09

1. The financial information presented in the Net Assets per Unit table is derived from the Fund's audited annual financial statements. The Fund adopted International Financial Reporting Standards ("IFRS") commencing January 1, 2014. The 2013 numbers have been restated for comparative purposes to comply with IFRS 13, which came into effect January 1, 2014.

2. Net Assets and distributions are per Unit of a series are based on the actual number of units outstanding for that series at the relevant time. The Increase (Decrease) from Operations per Unit of a series is based on the weighted average number of units outstanding for that series during the financial period.

3. Distributions per Unit of a series are based on the number of units outstanding for the series on the record dates for the distributions. Distributions were paid in cash/reinvested in additional units of the Fund or both.

## Ratios and Supplemental Data

		Net asset value (\$000) (note 4)	Number of units outstanding (000) (note 4)	Management expense ratio (MER) (%) (note 5)	MER before waivers or absorption (%) (note 5)	Portfolio turnover rate (%) (note 6)	Trading expense ratio (%) (note 7)	Net asset value per unit
Series A	2017	61,227	6,993	2.30	2.32	14.42	0.05	8.76
	2016	62,348	7,015	2.30	2.39	12.15	0.05	8.89
	2015	67,235	8,794	2.30	2.38	28.46	0.08	7.65
	2014	96,959	10,770	2.30	2.36	28.23	0.05	9.00
	2013	97,557	10,676	2.30	2.36	38.96	0.06	9.14
Series F	2017	17,477	1,773	1.18	1.22	-	-	9.85
	2016	7,429	752	1.18	1.26	-	-	9.87
	2015	4,835	577	1.17	1.25	-	-	8.39
	2014	5,988	614	1.18	1.23	-	-	9.76
	2013	6,003	604	1.18	1.22	-	-	9.94
Series I	2017	15	1	0.00	0.00	-	-	10.08
	2016	14	1	0.00	0.00	-	-	9.99
	2015	11	1	0.00	0.00	-	-	8.39
	2014	12	1	0.00	0.00	-	-	9.66
	2013	11	1	0.00	0.00	-	-	10.09

- The financial information presented in the Ratios and Supplemental Data table is derived from the Fund's Net Asset Value and is provided as at December 31 of the previous years shown.
- The management expense ratio ("MER") is calculated as the total management fees and operating expenses paid by each series of the Fund, including GST/HST and interest and excluding commissions and other portfolio transaction costs, and is expressed as a percentage of the average daily Net Asset Value of each series of the Fund on an annualized basis. Any management fee distributions paid by a series of the fund that effectively reduced management fees payable by some unitholders are not deducted from expenses to determine the overall MER of that series. The Manager, at its sole discretion, waives management fees or absorbs expenses. Such waivers and absorptions can be terminated at any time. The MERs of the Fund are shown both with and without the waiver and absorptions.
- Portfolio turnover rate is calculated at the Fund level based on the lesser of purchases or proceeds of sales of securities for the period, excluding cash, short term notes and bonds having maturity dates at acquisition of one year or less, divided by the average value of the portfolio securities for the period. The Fund's portfolio turnover rate indicates how actively the Fund's portfolio advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the year. The higher a Fund's portfolio turnover rate in a year, the greater the trading costs payable by the Fund in the year, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of a Fund.
- The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average Net Asset Value of the Fund. The trading expense ratio is calculated at the Fund level and applies to all series of the Fund.

## MANAGEMENT FEES

Bridgehouse Asset Managers, the Manager, provides or arranges for investment management, distribution, marketing and promotion of the Fund. In consideration for the services provided, Bridgehouse Asset Managers receives a monthly management fee based on the daily average Net Asset Value of Series A and Series F. Management fees for Series I are negotiated and paid directly by the unitholders of Series I, not by the Fund.

For the year ended December 31, 2017, the Fund paid Bridgehouse Asset Managers management fees of \$1,465,008. Bridgehouse uses these management fees to pay for commission payments to registered brokers and dealers and general investment management expenses. The breakdown (commission payments / investment management, administration and other) as a proportion of the management fee for each Series are:

- Series A (49% / 51%)
- Series F (0% / 100%)
- Series I (0% / 100%)

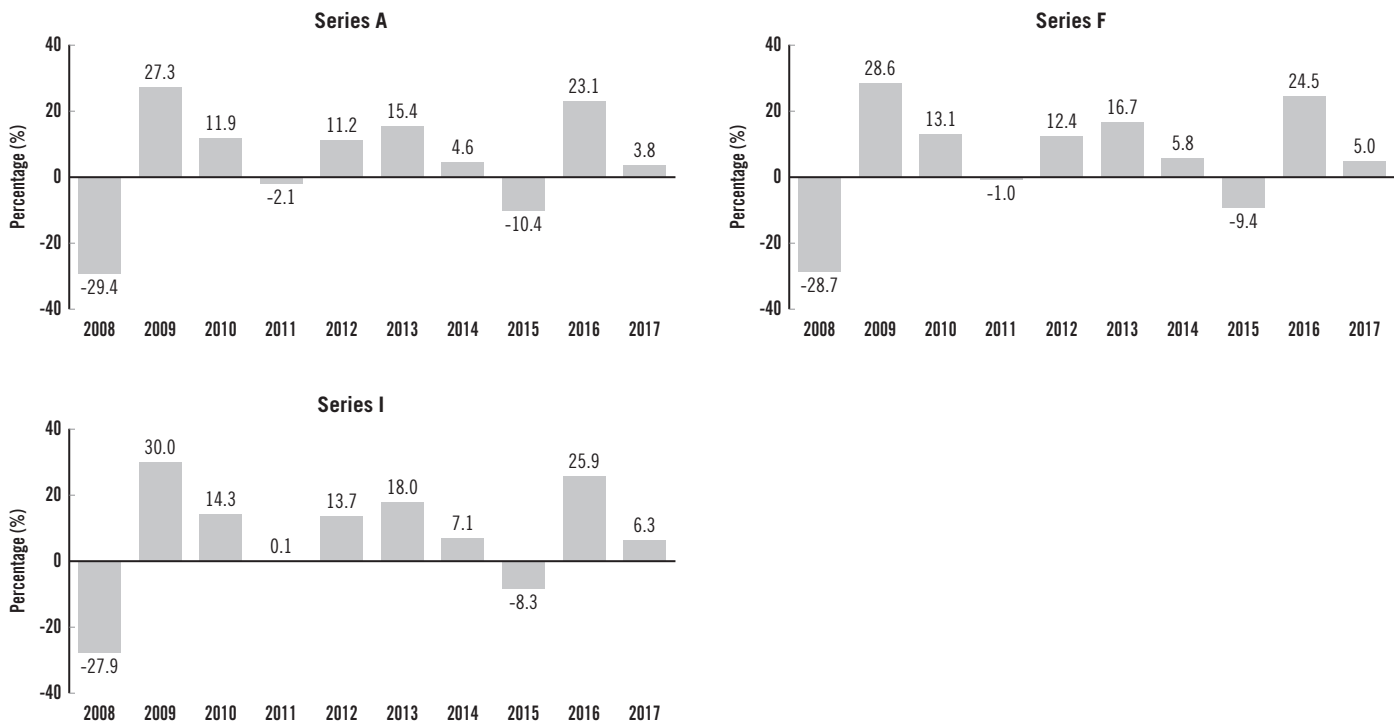
Commission payments represent cash commissions paid by Bridgehouse Asset Managers to registered brokers and dealers during the period and includes upfront deferred sales charge and trailing commissions. This amount may, in certain circumstances, exceed 100% of the fees earned by the Bridgehouse Asset Managers during the period. For new Funds or Series the amount presented may not be indicative of longer term operating periods.

## PAST PERFORMANCE

This section shows the historical performance for each series of the Fund for the periods ended December 31. Historical performance is based on the change in Net Asset Value per unit, assuming reinvestment of all distributions. Management fees and operating expenses have been taken into account before calculating performance, except in the case of Series I units where the management fee is calculated outside of the Fund. Historical performance does not take into account the potential impact on returns of purchases, redemptions, distribution fees or other optional charges or income taxes payable by an investor. Keep in mind that past performance does not necessarily indicate how the Fund will perform in the future.

### Year-by-Year Returns (%)

The bar chart shows the Fund's annual performance for each of the years shown. The bar chart shows how the performance of each series of the Fund has changed from year to year. It illustrates in percentage terms how much an investment in each series of the Fund made on January 1 of each year, or on the inception dates, would have grown or decreased by the last day of each financial year.





## Annual Compound Returns (%)

The table shows the historical annual compound total return for each series of the Fund as compared to the benchmarks listed below. The returns are for periods ended December 31, 2017. For a discussion of the relative performance of the Fund as compared to the index, please refer to the “Results of Operations” section in the “Management Discussion of Fund Performance”.

	1 year	3 years	5 years	10 years	Since Inception
Series A	3.85	4.61	6.68	4.21	3.62
Series F	5.02	5.79	7.89	5.36	4.75
Series I	6.26	7.07	9.18	6.59	5.96
Brandes Sionna Diversified Income Benchmark <sup>1</sup>	7.56	5.61	7.15	4.81	5.15
Barclays Capital U.S. Intermediate Credit Bond Index (Hedged) <sup>1</sup>	2.99	2.51	2.60	4.72	4.71
S&P/TSX Composite Index <sup>1</sup>	9.10	6.59	8.63	4.65	5.11

<sup>1</sup>“Since inception” corresponds to inception date for Series A, F and I of December 29, 2006

## SUMMARY OF INVESTMENT PORTFOLIO AS AT DECEMBER 31, 2017

### Top 25 Positions

The portfolio does not contain any short positions. The investment portfolio may change due to ongoing portfolio transactions of the investment fund. An updated listing is available on a quarterly basis.

Security	Fund (%)
1. Brandes Corporate Focus Bond Fund Series IH	15.5
2. The Toronto-Dominion Bank	6.4
3. The Bank of Nova Scotia	6.2
4. Brookfield Infrastructure Partners LP	4.9
5. Brookfield Renewable Energy Partners LP	4.7
6. PrairieSky Royalty Ltd.	4.7
7. CI Financial Corp.	4.6
8. Boardwalk Real Estate Investment Trust	4.6
9. Great-West Lifeco Inc.	4.3
10. Intact Financial Corporation	3.6
11. Suncor Energy Inc.	3.6
12. TELUS Corporation	3.4
13. Computer Modelling Group Ltd.	3.2
14. Cash & Cash Equivalents	3.2
15. Finning International Inc.	3.2
16. Westshore Terminals Investment Corporation	3.1
17. IGM Financial Inc.	3.0
18. Pason Systems Inc.	3.0
19. Mullen Group Limited	3.0
20. Fairfax Financial Holdings Limited Preferred	2.7
21. Gluskin Sheff + Associates Inc.	2.6
22. Granite Real Estate Investment Trust	2.5
23. Canadian Utilities Limited Cl. A	1.6
24. Equitable Group Inc. Preferred	1.4
25. Canadian Western Bank	0.8
<b>% of Fund</b>	<b>99.8</b>
<b>Total Number of Companies</b>	<b>23</b>
<b>Total Number of Fixed Income Securities<sup>†</sup></b>	<b>1</b>
<b>Total Net Asset Value (\$MM)</b>	<b>\$79</b>

<sup>†</sup> Includes the Brandes Corporate Focus Bond Fund but excludes its individual holdings

### Asset Mix

Asset Class	Fund (%)
Canadian Equity	81.1
Fixed Income – Mutual Funds	15.5
Cash & Cash Equivalent	3.2
Other Net Assets	0.2
<b>% of Total</b>	<b>100.0</b>

### Industry Exposure

Industry	Fund (%)
<b>Equities</b>	
Commercial Banks	13.4
Insurance	10.6
Diversified Financial Services	10.2
Energy Equipment & Services	7.7
Equity Real Estate Investment Trusts (REITs)	7.1
Oil, Gas & Consumable Fuels	6.6
Multi-Utilities	6.5
Electric Utilities	4.7
Diversified Telecommunications Services	3.4
Software	3.2
Machinery	3.2
Transportation Infrastructure	3.1
Real Estate Management & Development	1.4
<b>Mutual Funds</b>	<b>15.5</b>
Cash & Cash Equivalent	3.2
Other Net Assets	0.2
<b>% of Total</b>	<b>100.0</b>
<b>Total Number of Industries</b>	<b>14</b>

### Country Exposure

Country	Fund (%)
Canada	81.1
United States	15.5
Cash & Cash Equivalent	3.2
Other Net Assets	0.2
<b>% of Total</b>	<b>100.0</b>
<b>Total Number of Countries</b>	<b>2</b>

### Debt Securities by Credit Rating\*

Credit Rating	Total Debt Instruments (%)
AAA/Aaa	21.8
AA/Aa	27.9
A/A	10.1
BBB/Baa	19.7
BB/Ba	8.8
B/B	4.5
CCC/Caa	5.8
Not Rated	1.4
<b>Total</b>	<b>100.0</b>

\*Excludes cash and cash equivalents.

Credit ratings are obtained from Standard & Poor's, Moody's and Fitch.

Note: Rounding to one decimal place may result in individual figures totalling more or less than 100%





Bridgehouse Funds are managed by Bridgehouse Asset Managers® and are available through registered dealers.

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