

# Investment Proposal

Jane & John Smith  
October 2013



SAMPLE



469 King Street West, 4<sup>th</sup> Floor  
Toronto, Ontario, Canada M5V 1K4

Main: 416-866-2270  
Toll-free: 1-855-566-2690  
[www.lonsdalewealth.com](http://www.lonsdalewealth.com)

October 28, 2013

Jane & John Smith  
123 Street  
Calgary, AB  
T3O 1P4

Dear John & Jane,

Thank you for taking the time to share the details of your financial situation with us. This is surely an important decision and we appreciate your consideration of Lonsdale Wealth Partners as a responsible home for your investments.

We have prepared the following proposal based on our understanding from the discussions we had with your advisor, Jack Smith. Based on the preliminary details provided, and subject to further discussion, we have prepared this analysis of your current portfolio along with our proposed alternative and its benefits. We believe there is an excellent mutual fit between your need for professional investment management and the Lonsdale Wealth Partners' investment platform.

We thank you again for your consideration of our services. We look forward to discussing the details of this proposal with you and Jack.

Yours truly,

A handwritten signature in black ink, appearing to be "DCB".

Douglas C. Brown, LL.B  
President & Managing Director

A handwritten signature in black ink, appearing to be "MK".

Mark A. Kinney, MBA, CFA  
Chief Investment Officer & Managing Director

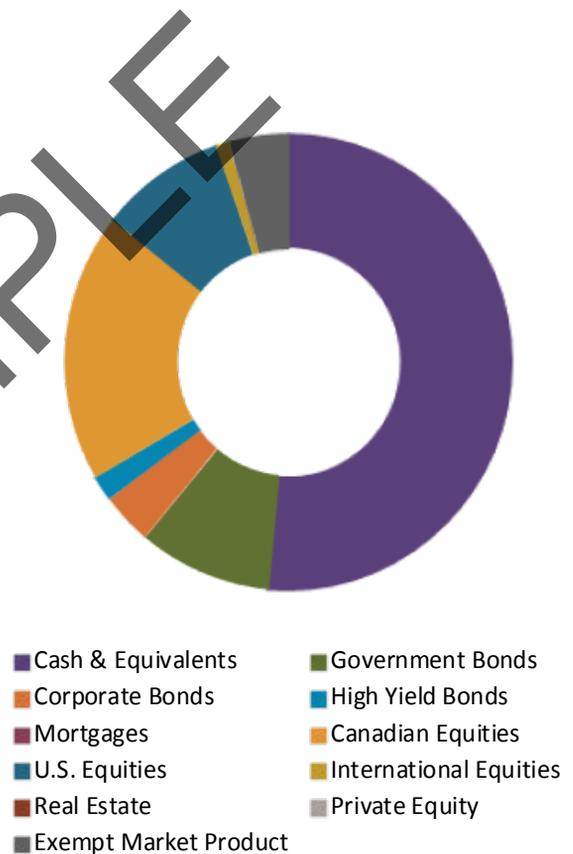


## YOUR EXISTING PORTFOLIO

The table and chart below reflect an approximate current asset mix of your accounts provided on a consolidated basis. Please note that we have made certain assumptions regarding asset class and investment profiles based on the information provided.

- Sun Life – \$114,713
- CIBC Spousal RRSP & RRSP - \$19,759
- RBC - Non-Registered - \$218,939
- TD - RRSP & TFSA - \$85,045

| Asset Class                          | \$             | %            |
|--------------------------------------|----------------|--------------|
| <b>Cash</b>                          |                |              |
| Cash & Equivalents                   | 225,666        | 51.5%        |
| <b>Yield Investments</b>             |                |              |
| Government Bonds                     | 42,021         | 9.6%         |
| Corporate Bonds                      | 16,157         | 3.7%         |
| High Yield Bonds                     | 7,999          | 1.8%         |
| Mortgages                            | 13             | 0.0%         |
| <b>Total Yield Investments</b>       | <b>66,190</b>  | <b>15.1%</b> |
| <b>Growth Investments</b>            |                |              |
| Canadian Equities                    | 83,894         | 19.1%        |
| U.S. Equities                        | 39,908         | 9.1%         |
| International Equities               | 4,000          | 0.9%         |
| <b>Total Growth Investments</b>      | <b>127,802</b> | <b>29.1%</b> |
| <b>Alternative Investments</b>       |                |              |
| Real Estate                          | -              | 0.0%         |
| Private Equity                       | -              | 0.0%         |
| Exempt Market Product                | 18,800         | 4.3%         |
| <b>Total Alternative Investments</b> | <b>18,800</b>  | <b>4.3%</b>  |
| <b>Total Portfolio</b>               | <b>438,458</b> | <b>100%</b>  |



### DETAILS OF OUR ANALYSIS IS PROVIDED IN APPENDIX D.

\* Exempt Market Products include: ABC Capital Fund, XYZ Apartment REIT.

## INVESTMENT PORTFOLIO ANALYSIS

The following comments are for discussion purposes only and are not investment recommendations or advice. We would be pleased to discuss any of these ideas with you and your financial advisor prior to implementation. **Please note the following comments are subject to the previous assumptions made in regard to asset class and category and relate to your existing portfolio excluding exempt market products.**

### GENERAL COMMENTARY

- **Your current asset allocation is heavily weighted towards cash or short-term GICs (51%) and Canadian equities (19%),** with little exposure to other asset categories. In our view, this presents too much risk for the potential return – especially in this current economic environment in which the Canadian economy is showing signs of weakness and interest rates are at all time lows. Greater geographic equity diversification and use of additional growth strategies would provide protection for your capital by helping to reduce overall volatility and potential loss of capital. Certain asset categories perform well at different times and having better diversification will lessen your reliance on the performance of any single asset category (e.g. Canadian equities). Incorporating additional asset categories into your portfolio – global equities, income producing assets such as real estate, mortgages, private equity etc., helps to ensure that if one asset class is performing poorly, returns in other categories will help provide balance in your overall portfolio.
- **Your portfolio is concentrated primarily in publicly traded securities.** Owning solely publicly traded stocks and bonds makes you vulnerable to the risk and volatility of the public markets. In our experience, including private and alternative investments to your portfolio (i.e. private real estate and mortgages) would improve your returns and lower your risk and volatility. We recommend adding these investments through our managed portfolio to complement public stock and bond holdings.
- **Your portfolio is vulnerable to inflation.** Although your portfolio consists of some assets that protect against inflation, you are exposed to inflationary pressures which could erode the purchasing power of your assets over time, especially since you have a large portion of your assets in cash and short-term GICs. Additional asset categories to consider would be income-producing real estate (e.g., apartment buildings, etc.) and mortgages as they offer attractive returns with inflation protection as well as current income.

**DETAILS OF OUR ANALYSIS IS PROVIDED IN APPENDIX D.**

## INVESTMENT PORTFOLIO ANALYSIS

### FIXED INCOME

- **Government bonds represent approximately 9%** of your portfolio which we believe is too high. We believe interest rates will move higher from the current historically low levels which will cause bond prices to decline. We suggest reducing your government bond exposure by approximately 8%. We suggest increasing exposure to a diversified portfolio of yield oriented investments (i.e. corporate bonds, high yield bonds, mezzanine debt, mortgages, and income producing real estate) to provide more stability and consistent returns to your portfolio. The remaining bond holdings should have a much lower duration than that of the bond index to help protect your capital as interest rates rise. We also suggest having exposure to floating rate notes to benefit from rising interest rates.

### FEES & OTHER COMMENTS

- **We believe that your current cash allocation of 51% is too high, unless you have a pending capital purchase.** Cash is held for liquidity for major purchases or other obligations. At today's very low interest rates, you are losing money on an after-tax and after inflation adjusted basis by holding cash. In general, we suggest you maintain cash reserves equal to three to six months living expenses.

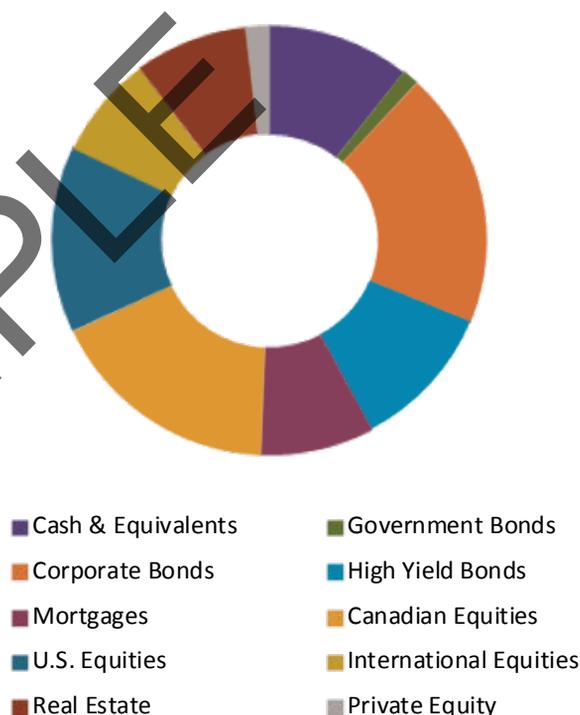
DETAILS OF OUR ANALYSIS IS PROVIDED IN APPENDIX D.

## PROPOSED PORTFOLIO – TACTICAL YIELD

**Lonsdale Tactical Yield Portfolio** (modeled after the Newport Private Wealth Income Balanced Portfolio)

We have included an illustration of a **Lonsdale Tactical Yield Portfolio** strategy as a starting point for discussion. The table and chart below reflect the current asset mix for such a portfolio strategy. Please note that the portfolio below is based on our preliminary analysis and might not reflect our recommendation for your investment portfolio as we require a more in-depth review of your current situation.

| Asset Class                          | \$             | %            |
|--------------------------------------|----------------|--------------|
| <b>Cash</b>                          |                |              |
| Cash & Equivalents                   | 46,945         | 10.7%        |
| <b>Yield Investments</b>             |                |              |
| Government Bonds                     | 5,523          | 1.3%         |
| Corporate Bonds                      | 85,098         | 19.3%        |
| High Yield Bonds                     | 48,327         | 11.0%        |
| Mortgages                            | 37,080         | 8.4%         |
| <b>Total Yield Investments</b>       | <b>176,028</b> | <b>40.0%</b> |
| <b>Growth Investments</b>            |                |              |
| Canadian Equities                    | 76,654         | 17.4%        |
| U.S. Equities                        | 62,072         | 14.1%        |
| International Equities               | 34,089         | 7.7%         |
| <b>Total Growth Investments</b>      | <b>172,814</b> | <b>39.2%</b> |
| <b>Alternative Investments</b>       |                |              |
| Real Estate                          | 36,864         | 8.4%         |
| Private Equity                       | 7,773          | 1.8%         |
| <b>Total Alternative Investments</b> | <b>44,637</b>  | <b>10.1%</b> |
| <b>Total Portfolio</b>               | <b>440,424</b> | <b>100%</b>  |



The above asset mix represents a Newport Income Balanced Portfolio which is the model for the Lonsdale Tactical Yield Portfolio. Due to private investment restrictions, the Lonsdale Tactical Yield Portfolio will have a maximum allocation to private investments of 15%. A higher allocation to public securities will be made to meet this restriction than is reflected in the above asset mix.

**The proposed portfolio above shows how the capital available to be managed by Lonsdale will be allocated. It does not incorporate any exempt market investments you currently hold or may be contemplating. See page 9 for consolidated asset mix which includes proposed exempt market products.**

## PROPOSED PORTFOLIO COMMENTARY

The primary objective of the **Lonsdale Tactical Yield Portfolio** is to generate high levels of current income, with a secondary emphasis on growth. This portfolio is primarily designed for investors who want current income from their investments or have a moderate risk tolerance. We believe this approach can provide you with a solution to the current challenges of your portfolio.

### Diversification

- As you can see, this portfolio provides widespread diversification across 10 traditional and alternative asset categories. We believe that expanding your asset mix to include a broader range of asset categories helps to spread your risk and earn more consistent returns.

### Current Income

- The Lonsdale Tactical Yield Portfolio gives you access to a greater range of income-producing investments (i.e. apartment buildings, etc.) some typically confined to institutional investors. These alternative yield options will provide you with current income as they reward investors by 'getting paid to wait'.

### Inflation Hedge

- In addition to providing you with current income and attractive returns, increasing your allocation to income producing real estate will help to safeguard your portfolio against inflation and a loss of purchasing power.

### Ease & Liquidity

- The Lonsdale Tactical Yield Portfolio provides the advantage of owning a diversified mix of traditional and alternative investments in a single, liquid and managed portfolio with the flexibility to access your capital at any time.

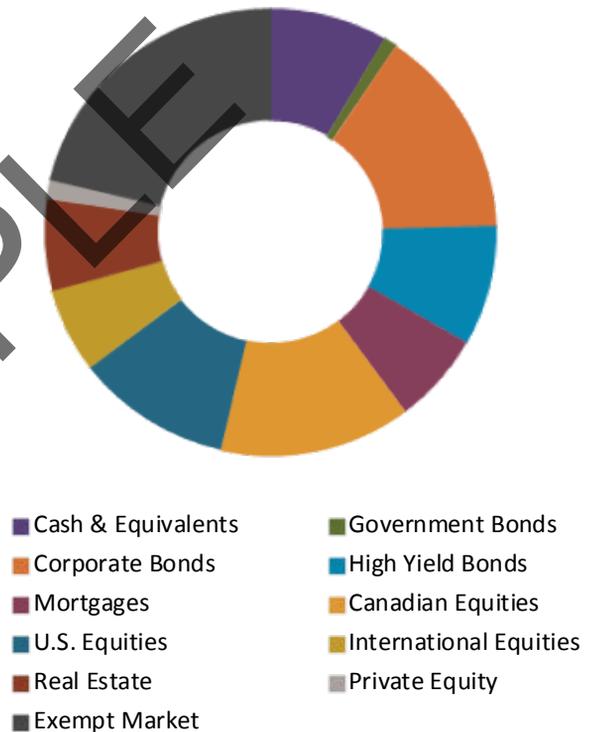
### Management Fee

- We believe our fee structure is both fair and transparent. The management fee for the Lonsdale Tactical Yield Portfolio is 2.0%

## PORTFOLIO INCLUDING EXEMPT MARKET PRODUCTS

Below is an illustration representing the proposed **Lonsdale Tactical Yield Portfolio** strategy as well as your current and proposed investments in exempt market products. Please note that the consolidated portfolio below is not our recommended asset mix, but is inclusive to the proposed exempt market assets to be held in your portfolio.

| Asset Class                          | \$             | %            |
|--------------------------------------|----------------|--------------|
| <b>Cash</b>                          |                |              |
| Cash & Equivalents                   | <b>46,945</b>  | <b>8.4%</b>  |
| <b>Yield Investments</b>             |                |              |
| Government Bonds                     | 5,523          | 1.0%         |
| Corporate Bonds                      | 85,098         | 15.2%        |
| High Yield Bonds                     | 48,327         | 8.6%         |
| Mortgages                            | 37,080         | 6.6%         |
| <b>Total Yield Investments</b>       | <b>176,028</b> | <b>31.5%</b> |
| <b>Growth Investments</b>            |                |              |
| Canadian Equities                    | 76,654         | 13.7%        |
| U.S. Equities                        | 62,072         | 11.1%        |
| International Equities               | 34,089         | 6.1%         |
| <b>Total Growth Investments</b>      | <b>172,815</b> | <b>30.9%</b> |
| <b>Alternative Investments</b>       |                |              |
| Real Estate                          | 36,864         | 6.6%         |
| Private Equity                       | 7,773          | 1.4%         |
| Exempt Market Product <sup>1</sup>   | 118,800        | 21.2%        |
| <b>Total Alternative Investments</b> | <b>163,437</b> | <b>29.2%</b> |
| <b>Total Portfolio</b>               | <b>559,225</b> | <b>100%</b>  |



## INVESTOR PROTECTION & REPORTING



- Assets are held in-trust with our independent custodian, NBCN Inc., a division of the National Bank of Canada
- Monthly statements are provided by our independent custodian



- Quarterly statements are provided by Lonsdale Wealth Partners including holdings, asset mix, performance against a customized benchmark, performance for the Lonsdale Wealth Partners Portfolios and their relative benchmarks and summary of all contributions and withdrawals
- 24/7 on-line account access
- Dedicated Portfolio Manager, Associate Portfolio Manager and Administrative Staff to answer your portfolio questions
- You maintain your key and trusted relationship with your advisor

SAMPLE

## TRANSITIONING TO LONSDALE

A Lonsdale Wealth Partners' portfolio manager will work alongside your current investment advisor should you decide to transition your portfolio to a managed account with Lonsdale Wealth Partners.

- No initial transfer fee
- Securities can be transferred in cash or in kind
- 2% annual management fee for Lonsdale Funds

## PRIMARY CONTACT INFORMATION

### Advisor XZY

Private Market Specialist

Advisors Wealth Inc.

123 Street

Calgary, AB T9M 0P7

Tel: 403.225.2225

Email: [email@advisorswealth.ca](mailto:email@advisorswealth.ca)

### Mark A. Kinney, MBA, CFA

Chief Investment Officer & Managing Director

Newport Private Wealth & Lonsdale Wealth Partners

469 King St. W 4<sup>th</sup> Floor

Toronto, ON M5V 1K4

Tel: 416-867-8572

Email: [mkinney@newportprivatewealth.ca](mailto:mkinney@newportprivatewealth.ca)

### Kevin A. Dean, CFA

Portfolio Manager

Newport Private Wealth & Lonsdale Wealth Partners

469 King St. W 4<sup>th</sup> Floor

Toronto, ON M5V 1K4

Tel: 416-867-7540

Email: [kdean@newportprivatewealth.ca](mailto:kdean@newportprivatewealth.ca)

## APPENDIX A – HISTORICAL PERFORMANCE

|  | YTD Returns (%)<br>As of Sep. 30, 2013 | Annual Returns <sup>1</sup> (%)<br>December 31 |       |       |        | Compounded Returns <sup>1</sup> (%)<br>December 31, 2012 |
|--|--|--|-------|-------|--------|--|
|  | YTD                                    | 2012   | 2011  | 2010  | 2009   | 4 Yr   |
| Income Balanced Strategy <sup>2</sup>  | 6.21%                                  | 9.27%  | 3.00% | 9.85% | 13.61% | 8.86%  |
| Income Balanced Benchmark <sup>3</sup> | 1.38%                                  | 4.42%  | 4.04% | 7.97% | 10.64% | 6.73%  |

SAMPLE

1. Actual returns are gross of fees. Past performance is not a guarantee of future results.
2. Performance is derived based on asset mix, investment manager roster and time period that is most representative of the strategy to be employed by the Lonsdale Tactical Yield Portfolio.
3. Weighted benchmark of 70% DEX Universe Bond Index, 19.5% S&P/TSX Composite Index, 10.5% MSCI World Index.

## APPENDIX B – ABOUT US

Lonsdale Wealth Partners is a division of Newport Private Wealth Inc., an independent high net worth wealth management firm serving clients across Canada.

### NEWPORT PRIVATE WEALTH



#### The Firm

- Founded in 2001 by senior financial professionals and former corporate executives
- Based in Toronto, serving a client base of high net worth investors across Canada
- Currently more than \$1 billion assets under management
- Among the top 10% private portfolio management firms for individuals in Canada by size
- Purpose built for individual investors with advantages of an institutional investor (e.g. size, discipline, access to unique investments)
- Independently owned by management; clients deal directly with owners

#### The People

- Top-notch team of financial professionals in multi-disciplines (CFA charterholders, CAs, LLB, CFPs, MBAs)
- Average 26 years' experience providing wealth management for high net worth families
- Sizeable team so investment capability is not dependent on one or two key managers
- Number of client relationships is limited to ensure deep level of understanding and involvement in managing client wealth

#### The Clients

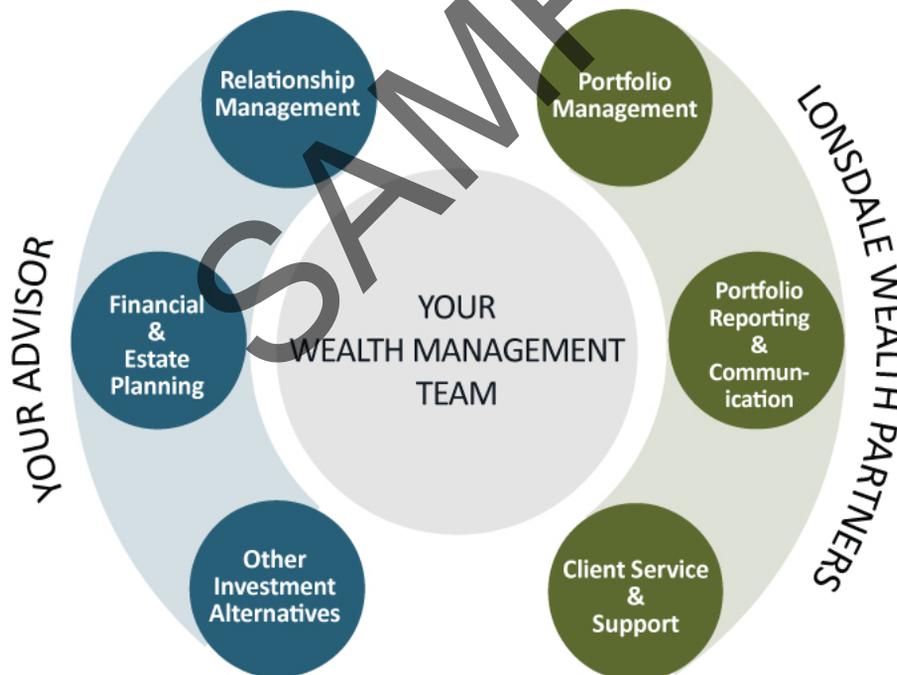
- Range from individuals and families with >\$2 million of investable assets to ultra-high net worth family offices of billionaires
- Majority are dependent on their investment capital to sustain their lifestyles and legacies
- Many clients have complex wealth management needs and we work with their external advisors to solve issues and optimize net worth (i.e., tax, estate, etc.)

## LONSDALE WEALTH PARTNERS

Lonsdale Wealth Partners is a division of Newport Private Wealth created for smaller investors while providing access to the same investment process and asset classes enjoyed by Newport Private Wealth's high net worth clients. Founded in 2012, Lonsdale Wealth Partners offers this high net worth discretionary investment platform for those with household assets ranging from \$50,000 to \$2 million.

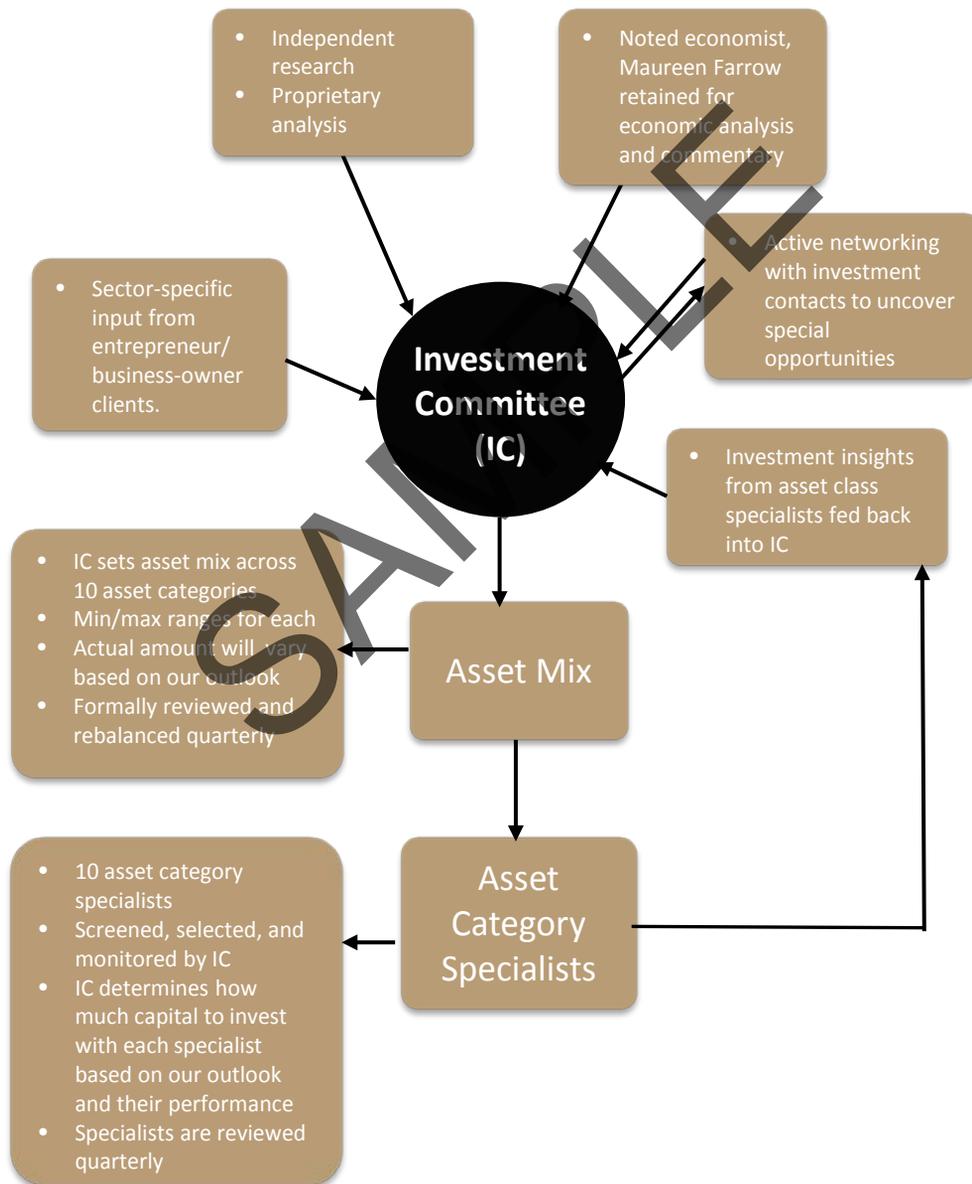
### An Integrated Approach

- Lonsdale Wealth Partners works alongside your existing financial advisor to provide an integrated wealth management solution
- Lonsdale Wealth Partners provides a full-service investment solution for your core portfolio
- Your advisor will continue to provide financial and estate planning services & other alternative investments



## APPENDIX C – UNDERSTANDING THE INVESTMENT PROCESS

At Lonsdale Wealth Partners, our process starts with the Investment Committee, which meets weekly and makes decisions unanimously. This is the same Investment Committee that currently oversees all asset allocation decisions for Newport Private Wealth’s high net worth clients. The execution of the asset mix is performed independently through asset class specialists and is actively monitored for compliance and performance. The illustration below depicts our process.



## SAMPLE INDEPENDENT ASSET CATEGORY SPECIALISTS

Diversification is achieved not only by asset category but by asset class specialists. As an investor you want to have top managers working for you in every asset category. Our approach is to seek out, analyze, retain and monitor the top asset class specialists most suitable for individual investors (i.e. produce stable risk adjusted after-tax returns) in various asset classes.

### Our selection criteria:

- Defined and repeatable investment process
- Consistent track record in their asset category over multiple market cycles
- Proven ability to protect capital in volatile times
- Ability to deliver attractive after-tax returns
- Low correlation of style/performance to one another
- Flexibility to change managers if they fail to meet expectations or increase/decrease our allocated capital placed with them
- We also use Exchange Traded Funds (ETFs) and in-house stock picking selectively

| Sub-Advisory Agreement Specialists   |                                       |  |   |
|--------------------------------------|---------------------------------------|--|---|
| Specialist                           | Lead Manager(s)                       | Asset Category                               | Description   |
| Addenda Capital                      | Investment Team                       | Government & Corporate Bonds                 | Esteemed reputation for fixed income investing; large diverse team of 40 credit specialists and investment professionals; among top 15 money managers in Canada by asset size (source: Top 40 Money Managers Report 2012).  |
| Aston Hill Asset Management Inc.     | Barry Morrison                        | High Yield Equities                          | Very experienced portfolio managers; 10-year top quartile performance among peer group of high income funds (source: Toronto Star, June 11, 2010)   |
| Bluewater Investment Management Inc. | Dennis Starritt                       | North American Equities                      | One of Canada's preeminent equity fund managers; former lead manager at Trimark Fund, which grew from \$150 MM to several billion dollars under Starritt's management.  |
| Canso Investment Counsel Ltd.        | John Carswell                         | Corporate & High Yield Bonds                 | A premier corporate bond manager with \$9.9 billion of AUM, highly regarded for their credit analysis and bond issue structuring expertise.   |
| Edgepoint Investment Group Inc.      | Tye Bousada<br>Geoff MacDonald        | Global Equities                              | Focused investment approach and excellent track record; were formerly key managers of mutual fund giant, Trimark Financial Corp.  |
| Marret Asset Management Inc.         | Barry Allan                           | Corporate & High Yield Bonds                 | Considered by many to be the leading high yield fixed income manager in Canada, the Marret team won Lipper awards for its fund performance(2011, 2010, 2009, 2007); Marret manages more than \$3.0 billion in high yield and investment grade corporate debt assets for institutional and retail clients. |
| RFA Mortgage Services Inc.           | Alan Pyle<br>Don Rodney<br>Ben Rodney | Commercial Mortgage Backed Securities (CMBS) | Canada's first and largest buyer of subordinated CMBS; over \$6 billion of Canadian commercial mortgages under management.  |
| Taylor Asset Management              | David Taylor                          | North American Equities                      | Earned 15 Lipper Awards for superior investment performance and a three-time winner of the prestigious Canadian Equity Fund of the Year Award.  |
| ValueInvest Asset Management SA      | Jesper Alsing<br>Klaus Petersen       | Global Equities                              | ValueInvest has a record of delivering high returns in combination with low downside risk since 1998; won 2010 Lipper Fund Award for 'Best Fund Group Over 3 Years'.  |

Please note that the sample of specialists listed above are for discussion purposes only. The asset class specialists for the Lonsdale Funds may differ from the above roster.

## SAMPLE DIRECT INSTITUTIONAL & SEGREGATED INVESTMENTS

The Investment Committee also makes direct investments in private funds and limited partnerships on an institutional basis and will make direct investments in public and private equities on a segregated basis . A sample of these relationships and investments are provided in the tables below:

| Direct Institutional Investments   |                                 |                                    |   |
|------------------------------------|---------------------------------|------------------------------------|---|
| Specialist                         | Lead Manager(s)                 | Asset Category                     | Description   |
| Alex Brown Realty Inc.             | John M. Prugh                   | U.S. Commercial Real Estate        | Leading privately-owned real estate investment manager headquartered in Baltimore, Maryland. ABR co-invests with clients and joint venture partners in properties located throughout the United States.                                     |
| Beringer Capital                   | Perry Miele                     | Private Equity                     | Beringer Capital invests in US and Canadian companies in the marketing services and specialty media industry.   |
| Brookfield Asset Management Inc.   | Investment Team                 | Real Estate & Infrastructure       | Brookfield is a global alternative asset manager with over \$175 billion in assets under management. Newport invests on an institutional basis in private real estate and infrastructure investments through Brookfield.                    |
| Crown Capital Partners Inc.        | Chris Johnson                   | Mezzanine Lending                  | Specialty investment manager providing alternative debt financing for private equity backed and non-sponsored middle market transactions  |
| Grafton Asset Management Inc.      | Rick Grafton                    | Oil & Gas                          | Invests globally in high growth public oil and gas companies listed primarily on Canadian exchanges and select private companies.   |
| HarbourEdge Capital Corporation    | Larry Dunn<br>Tim Dwyer         | Mortgages                          | Provide a diversified, secure portfolio of professionally managed, high yielding Canadian residential and commercial real estate mortgages.   |
| Kingsett Capital Management        | Jon Love                        | Commercial Real Estate             | Leading private real estate equity investment firm in Canada; formerly CEO of Oxford Properties; outstanding record of creating shareholder value.  |
| Multiplier Capital                 | Kevin Sheehan<br>Henry O'Connor | Growth Capital Lending             | Growth debt firm making term loan investments in professionally backed growth companies in virtually any growth industry sector, with a particular focus on digital media, e-commerce/consumer web applications, and cyber-security.        |
| Timbercreek Asset Management Inc.  | Blair Tamblyn<br>Ugo Bizzari    | Multi-Family Real Estate/Mortgages | A leading private real estate and property manager; highly diversified; ability to source, underwrite, finance, acquire and manage multi-residential real estate.   |
| Venterra Realty                    | John Foresi                     | U.S. Multi-Family Real Estate      | Specializes in the identification, finance, acquisition and management of multi-family residential communities in the southern United States; currently manages a portfolio of multi-family real estate assets totaling over \$850 million. |
| Villarboit Development Corporation | Guery Goro<br>Paul Simcox       | Commercial Real Estate Development | Developer of high quality retail properties with a 25 year history of profitable growth. Capabilities including acquisitions, site planning, construction, and leasing and provides construction services to select national retailers.     |

| Significant Segregated Investments |                            |                              |   |
|------------------------------------|----------------------------|------------------------------|---|
| Company                            | Security Type              | Asset Category               | Thesis  |
| Brookfield Asset Management Inc.   | Public Equity<br>TSX:BAM.A | Real Estate & Infrastructure | Leader in alternative asset management with a strong diversified asset base and undervalued asset management business.  |
| Devon Energy                       | Public Equity<br>NYSE:DVN  | Oil & Gas                    | U.S. oil and gas producer with quality natural gas assets undervalued in the current price environment.   |
| Laricina Energy Ltd.               | Private Equity             | Oil & Gas                    | Leader in <i>in situ</i> (underground) development projects using SAGD technology in the Canadian Oil Sands.  |
| Mainstreet Equity Corp.            | Public Equity<br>TSX:MEQ   | Real Estate                  | Re-developer of apartment buildings with a strong presence in Western Canada and track record of consistent growth and value creation.  |
| Tourmaline Oil Corp.               | Public Equity<br>TSX:TOU   | Oil & Gas                    | Low-cost oil and gas producer with an excellent asset base and management team with a history of development and operating success. Newport originally invested pre-IPO in 2008.  |
| Tricon Capital Group Inc.          | Public Equity<br>TSX:TCN   | Real Estate                  | Provides local operating partners with financing for residential land development, single-family homebuilding, multi-family construction and retail/residential projects in both Canada and the U.S., with over \$1 billion in AUM. |
| Vision Critical                    | Private Equity             | Information Technology       | Consumer market research firm with a strong management team and track record.   |

## APPENDIX D – PORTFOLIO ANALYSIS DETAILS

Client Name: **Jane & John Smith**

Referring Partner: **Jack Smith**

| Account                    | Security Name            | Symbol or Fund Code | Market Value         | Growth Investments |           |           |       | Yield Investments |           |          |       | Alternative |      |       | MER       |  |
|----------------------------|--------------------------|---------------------|----------------------|--------------------|-----------|-----------|-------|-------------------|-----------|----------|-------|-------------|------|-------|-----------|--|
|                            |                          |                     |                      | Cash               | CDN       | US        | Int'l | Gov.              | Corp.     | HY       | Mort. | RE          | PE   | Hedge |           |  |
| ABC RRSP                   | CC&L Group CDN Q Growth  |                     | \$ 50,447.79         |                    | 100%      |           |       |                   |           |          |       |             |      |       |           |  |
|                            | B.G. Balanced Fund       |                     | \$ 26,449.17         | 6%                 | 63%       |           |       | 5%                | 5%        | 21%      |       |             |      |       |           |  |
|                            | SLF Universe Bond Fund   |                     | \$ 23,106.45         | 30%                |           |           |       | 31%               | 39%       |          |       |             |      |       |           |  |
|                            | Devon Energy Stock       |                     | \$ 9,070.82          |                    |           | 100%      |       |                   |           |          |       |             |      |       |           |  |
|                            | BLK US Equity Index      |                     | \$ 5,639.53          |                    |           | 100%      |       |                   |           |          |       |             |      |       |           |  |
| <b>Total Market Value:</b> |                          |                     | <b>\$ 114,713.76</b> | \$ 8,519           | \$ 67,111 | \$ 14,710 | \$ -  | \$ 8,485          | \$ 10,334 | \$ 5,554 | \$ -  | \$ -        | \$ - | \$ -  |           |  |
| Account                    | Security Name            | Symbol or Fund Code | Market Value         | Growth Investments |           |           |       | Yield Investments |           |          |       | Alternative |      |       | MER       |  |
|                            |                          |                     |                      | Cash               | CDN       | US        | Int'l | Gov.              | Corp.     | HY       | Mort. | RE          | PE   | EMP   |           |  |
| RRSP                       | Cash                     |                     | \$ 952.60            | 100%               |           |           |       |                   |           |          |       |             |      |       |           |  |
|                            | Phoenix capital Fund     |                     | \$ 5,000.00          |                    |           |           |       |                   |           |          |       |             |      |       | 100%      |  |
|                            | SecureCare Investments   |                     | \$ 5,000.00          |                    |           |           |       |                   |           |          |       |             |      |       | 100%      |  |
| Spousal RRSP               | Cash                     |                     | \$ 6.39              | 100%               |           |           |       |                   |           |          |       |             |      |       |           |  |
|                            | Centurion Apartment REIT |                     | \$ 8,800.00          |                    |           |           |       |                   |           |          |       |             |      |       | 100%      |  |
| <b>Total Market Value:</b> |                          |                     | <b>\$ 19,758.99</b>  | \$ 959             | \$ -      | \$ -      | \$ -  | \$ -              | \$ -      | \$ -     | \$ -  | \$ -        | \$ - | \$ -  | \$ 18,800 |  |

- The analysis provided above is a snap-shot of your portfolio holdings at a specific point in time. Any performance returns referenced are the listed returns for the specific securities held at that time and does not necessarily reflect the performance achieved within your portfolio due to differences in the timing of security purchases and holding periods.

## APPENDIX D – PORTFOLIO ANALYSIS DETAILS

| Account                                 | Security Name                     | Symbol or Fund Code | Market Value         | Cash              | Growth Investments |                  |                 | Yield Investments |                  |                 |              | Alternative |             |                  | MER   |
|---|-----------------------------------|---------------------|----------------------|-------------------|--------------------|------------------|-----------------|-------------------|------------------|-----------------|--------------|-------------|-------------|------------------|-------|
|   |                                   |                     |                      |                   | CDN                | US               | Int'l           | Gov.              | Corp.            | HY              | Mort.        | RE          | PE          | EMP              |       |
| Taxable Acct.                           | Devon Energy Corp.                | NYSE:DVN            | \$ 2,800.64          |                   |                    |                  | 100%            |                   |                  |                 |              |             |             |                  |       |
| Spousal RRSP                            | Cash                              |                     | \$ 153,693.13        | 100%              |                    |                  |                 |                   |                  |                 |              |             |             |                  |       |
|   | Devon Energy Corp.                | NYSE:DVN            | \$ 14,672.82         |                   |                    |                  | 100%            |                   |                  |                 |              |             |             |                  |       |
|   | Alberta Bonds 15MAR2015 3.3%      |                     | \$ 5,954.31          |                   |                    |                  |                 |                   | 100%             |                 |              |             |             |                  |       |
|   | BNS 8.3% - MATURED                |                     | \$ 28,139.37         | 100%              |                    |                  |                 |                   |                  |                 |              |             |             |                  |       |
|   | BG Balanced Fund                  | BTG772              | \$ 3,778.42          | 13%               | 32%                | 16%              | 17%             | 11%               | 11%              |                 |              |             |             |                  | 1.21% |
|   | PH&N Bond Series D (6.5 year dur) | PHN110              | \$ 3,504.44          | 8%                |                    |                  |                 | 50%               | 42%              |                 |              |             |             |                  | 0.61% |
|   | PH&N Canadian Equity Series D     | PHN130              | \$ 6,396.16          | 1%                | 98%                |                  | 1%              |                   |                  |                 |              |             |             |                  | 1.16% |
| <b>Total Market Value:</b>              |                                   |                     | <b>\$ 218,939.29</b> | <b>\$ 182,668</b> | <b>\$ 7,477</b>    | <b>\$ 18,078</b> | <b>\$ 706</b>   | <b>\$ 8,122</b>   | <b>\$ 1,887</b>  | <b>\$ -</b>     | <b>\$ -</b>  | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b>      |       |
| Account                                 | Security Name                     | Symbol or Fund Code | Market Value         | Cash              | Growth Investments |                  |                 | Yield Investments |                  |                 |              | Alternative |             |                  | MER   |
|   |                                   |                     |                      |                   | CDN                | US               | Int'l           | Gov.              | Corp.            | HY              | Mort.        | RE          | PE          | EMP              |       |
| RRSP                                    | TD Comfort Balanced Growth Fund   | TDB887              | \$ 24,451.54         | 2%                | 20%                | 25%              | 13%             | 15%               | 15%              | 10%             |              |             |             |                  | 2.03% |
|   | GIC 01/14                         |                     | \$ 23,315.96         | 100%              |                    |                  |                 |                   |                  |                 |              |             |             |                  |       |
|   | GIC 02/14                         |                     | \$ 9,504.76          | 100%              |                    |                  |                 |                   |                  |                 |              |             |             |                  |       |
|   | GIC 01/15                         |                     | \$ 7,169.35          |                   |                    |                  |                 | 100%              |                  |                 |              |             |             |                  |       |
|   | GIC 04/15                         |                     | \$ 3,029.05          |                   |                    |                  |                 | 100%              |                  |                 |              |             |             |                  |       |
|   | GIC 06/17                         |                     | \$ 5,942.14          |                   |                    |                  |                 | 100%              |                  |                 |              |             |             |                  |       |
| Taxable Acct.                           | TD Balanced Growth Fund           | TDB970              | \$ 1,273.56          |                   | 45%                | 12%              | 9%              | 12%               | 21%              |                 | 1%           |             |             |                  | 2.24% |
|   | BMO Dividend Fund                 | BMO121              | \$ 4,744.03          | 1%                | 81%                | 18%              |                 |                   |                  |                 |              |             |             |                  | 1.80% |
| TFSA                                    | Canada Savings Bond Nov/2018      |                     | \$ 5,452.13          |                   |                    |                  |                 | 100%              |                  |                 |              |             |             |                  |       |
|   | Cash                              |                     | \$ 162.92            | 100%              |                    |                  |                 |                   |                  |                 |              |             |             |                  |       |
| <b>Total Market Value:</b>              |                                   |                     | <b>\$ 85,045.44</b>  | <b>\$ 33,520</b>  | <b>\$ 9,306</b>    | <b>\$ 7,120</b>  | <b>\$ 3,293</b> | <b>\$ 25,413</b>  | <b>\$ 3,935</b>  | <b>\$ 2,445</b> | <b>\$ 13</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b>      |       |
| <b>Total Consolidated Market Value:</b> |                                   |                     | <b>\$ 438,457</b>    | <b>\$ 225,666</b> | <b>\$ 83,894</b>   | <b>\$ 39,908</b> | <b>\$ 4,000</b> | <b>\$ 42,021</b>  | <b>\$ 16,157</b> | <b>\$ 7,999</b> | <b>\$ 13</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 18,800</b> |       |

- The analysis provided above is a snap-shot of your portfolio holdings at a specific point in time. Any performance returns referenced are the listed returns for the specific securities held at that time and does not necessarily reflect the performance achieved within your portfolio due to differences in the timing of security purchases and holding periods.

**Registration:** Newport Private Wealth Inc. is registered as a Portfolio Manager, Investment Manager and Exempt Market Dealer with the Ontario Securities Commission and other Canadian securities commissions.

Lonsdale Wealth Partners is a division of Newport Private Wealth Inc.

**Custodian:** All client assets are held by an independent custodian, NBCN Inc., a division of National Bank of Canada.

**Auditors:** PwC is the auditor for Newport Private Wealth Inc.

SAMPLE

**LONSDALE**  
WEALTH PARTNERS

469 King Street West, 4<sup>th</sup> Floor  
Toronto, Ontario, Canada M5V 1K4  
Telephone: 416.866.2270  
Toll Free: 1.855.566.2690

Newport Private Wealth and Lonsdale Wealth Partners are marks of Newport Partners LP. Newport Private Wealth carries on its business through Newport Private Wealth Inc. and its affiliate Newport Insurance LP.