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**CONFIDENTIAL OFFERING MEMORANDUM  
HUDSON TOTAL MANDATE PORTFOLIO FUND**

Dated: April 30, 2020

*Continuous Offering*

**THE ISSUER:**

**Name:** Hudson Total Mandate Portfolio Fund (the “**Fund**”)  
**Head Office:** Suite 1800, 1055 West Georgia Street, PO Box 11118, Vancouver BC V6E 3P3  
**Phone Number:** (604) 558-6822  
**E-mail Address:** admin@willoughbyasset.com  
**Fax Number:** (604) 558-6823  
**Currently Listed or Quoted:** **These securities do not trade on any exchange or market**  
**Reporting Issuer:** No  
**SEDAR Filer:** No, except to the extent such filings are required by private entities.

**THE OFFERING:**

The following information is a summary only and is qualified in its entirety by the more detailed information appearing elsewhere in this Offering Memorandum. Capitalized terms used and not otherwise defined herein have the meanings set out in the Glossary of Terms.

**Securities Offered:** An unlimited number of trust units (each, a “**Unit**” and together, the “**Units**”) of the Fund designated as either Class A or Class F (each, a “**Class**”). Each Class of Units shall have the attributes and characteristics as set out in Item 5 “*Securities Offered - Terms of Securities*”.

**Price Per Security:** The subscription price for the Units is based upon the applicable Net Asset Value of the Units. See Item 5 “*Securities Offered*”.

**Minimum/Maximum Offering:** \$0/No maximum. **There is no minimum. You may be the only purchaser. Funds available under the offering may be insufficient to accomplish our proposed objectives.**

**Minimum Subscription Amount:** The minimum initial subscription amount for the Units is \$500 (or such lesser amount as Willoughby Asset Management Inc. (“**Willoughby**” or the “**Manager**”), in its sole discretion, may accept). See Item 5 “*Securities Offered - Subscription Procedure*”.

- Payment Terms:** The subscription price is payable upon subscription, by electronic funds transfer via the FundSERV network ([www.fundserv.com](http://www.fundserv.com)) or other means satisfactory to the Manager. No financing of the subscription price will be provided.
- Closing Date(s):** The Units are being offered on a continuous basis. Closings of the sale of Units offered hereunder will take place weekly, on the last Business Day of each week in which subscriptions are received.
- Tax Consequences:** There are important tax consequences to these securities. See Item 6 “*Income Tax Consequences and RRSP Eligibility*”.
- Selling Agent:** Harbourfront Wealth Management Inc. (“Harbourfront”) See Item 7 “*Compensation Paid to Sellers and Finders*”.

### **RESALE RESTRICTIONS**

You will be restricted from selling your securities for an indefinite period. The Units are subject to resale restrictions, see Item 10 “*Resale Restrictions*”. However, you may generally elect to redeem any or all of your Units on the last Business Day of any week by following certain procedures. See Item 5 “*Securities Offered – Redemption Procedure*”.

### **PURCHASERS’ RIGHTS**

You have two Business Days to cancel your agreement to purchase these securities. If there is a misrepresentation in this Offering Memorandum, you have the right to sue either for damages or to cancel the agreement. See Item 11 “*Purchasers’ Rights*”.

**No securities regulatory authority has assessed the merits of these securities or reviewed this Offering Memorandum. Any representation to the contrary is an offence. This is a risky investment.** See Item 8 “*Risk Factors*”.

*This Offering Memorandum constitutes a private offering of these securities only in British Columbia and only to those persons where and to whom they may be lawfully offered for sale and only by persons permitted to sell these securities. This Offering Memorandum is not, and under no circumstances is it to be construed as a prospectus, advertisement or public offering of the securities referred to herein. No securities commission or similar authority in Canada or in any other jurisdiction has reviewed this Offering Memorandum or in any way passed upon the merits of the securities offered hereunder and any representation to the contrary is an offence. Persons who acquire securities pursuant to this Offering Memorandum will not have the benefit of the review of this material by a securities commission or similar authority.*

*This Offering Memorandum is intended for use by investors solely in connection with the consideration of the purchase of these securities. No person is authorized to give any information or to make any representation not contained in this Offering Memorandum in connection with the offering of these securities and, if given or made, no such information or representation may be relied upon. This Offering Memorandum is confidential. By their acceptance hereof, prospective investors agree that they will not transmit, reproduce or make available to anyone this Offering Memorandum or any information contained herein.*

**Prospective investors are encouraged to consult with their own professional advisors as to the tax and legal consequences of investing in the Fund.**

#### FORWARD-LOOKING INFORMATION

This Offering Memorandum includes “forward-looking information” with respect to the Fund for the purposes of applicable securities legislation. Forward-looking information can be identified by the expressions “anticipate”, “continue”, “believe”, “estimate”, “expect”, “may”, “will”, “intend” and similar statements reflecting the intended course of conduct and future operations of the Fund. These statements are not historical facts but reflect the Manager’s current expectations regarding future results or events based on assumptions made by the Manager about the success of the Fund’s investment strategies in certain market conditions. These assumptions are made in reliance on the experience of the Manager’s officers and employees and their knowledge of historical economic and market trends. Although the Manager believes that the assumptions made and the expectations presented by such forward-looking statements are reasonable, there can be no assurance that the forward-looking statements will prove to be accurate.

Investors are cautioned that the assumptions made and the success of the Fund’s investment strategies are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. These risks and uncertainties include, but are not limited to, regulatory decisions, changes in the global economy, general economic and business conditions, existing governmental regulations, supply, demand and other market factors including those set out under Item 8 “*Risk Factors*”. The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement. Forward-looking statements are made as of the date hereof, or such other date specified in such statements, and neither the Manager, nor any other person assumes any obligation to update or revise such forward-looking statements to reflect new information, events or circumstances, except as required by law.

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## GLOSSARY OF TERMS

The following terms have the following meaning throughout this Offering Memorandum:

<b>Administrator</b>	National Bank Financial Inc., through its National Bank Independent Network division (“NBF Inc.”), which provides fund accounting, registry and transfer agency, administrative and trust accounting services under the Fund Accounting and Shareholder Record- Keeping Agreement;
<b>Business Day</b>	means a day the Toronto Stock Exchange is open for business;
<b>Custodial Agreement</b>	Custody and Securities Services Agreement entered into on December 29, 2017 between NBF Inc. and the Manager, on behalf of the Fund, whereby NBF Inc. will provide asset custodian services to the Fund;
<b>Custodian</b>	NBF Inc., which acts as the custodian of and provides asset custodian services to the Fund pursuant to the Custodial Agreement;
<b>Fund Accounting and Shareholder Record-Keeping Agreement</b>	agreement entered into on May 20, 2015, as amended, between NBF Inc. and the Manager on behalf of the Fund, whereby NBF Inc. will provide accounting, valuation, registry, transfer agency, administrative and trust accounting services to the Fund;
<b>IIROC</b>	Investment Industry Regulatory Organization of Canada;
<b>Investment Management Agreement</b>	agreement entered into on May 20, 2015 as amended between Harbourfront and the Manager, on behalf of the Fund, whereby Harbourfront will provide investment management services to the Fund;
<b>Management Fee</b>	the fee payable to the Manager equal to 1/52 of 1.00% (1.00% per annum) of the Net Asset Value of the Fund in respect of the Class F Units and 2.39% of the Net Asset Value of the Fund in respect of the Class A Units, payable quarterly in arrears;
<b>Net Asset Value</b>	on a Valuation Day, the net value of the assets of the Fund on such Valuation Day, determined in accordance with the Trust Agreement;
<b>Net Asset Value Per Unit</b>	on a Valuation Day, in respect of each Class of Units, the quotient obtained by dividing the Net Asset Value of such Class of Units on such Valuation Day by the total number of Units then outstanding in such Class;
<b>Performance Fee</b>	the fee payable to the Manager provided certain milestones are achieved, equal to 20% of the amount by which the current quarter-end Class Net Asset Value per Unit exceeds the prior all time quarter-end high Class Net Asset Value per Unit, after any adjustments for unit distributions;
<b>Services Agreement</b>	agreement entered into on May 20, 2015, as amended, between NBF Inc. and the Manager, on behalf of the Fund, setting out the terms and conditions of their relationship generally, as well as specifically in relation to NBF Inc.’s trading services whereby NBF Inc. shall execute, clear and settle trades in accordance with the instructions of the Fund’s appointed portfolio manager;
<b>Prime Broker</b>	NBF Inc., which provides trade execution, trade settlement and brokerage services pursuant to the Services Agreement;
<b>Subscription Agreement</b>	a subscription agreement to subscribe for Units in the form (or forms if there is more than one) as the Manager may prescribe from time to time;
<b>Tax Act</b>	<i>Income Tax Act</i> (Canada), R.S.C. 1985 (5th Supp.) c.1, as amended from time to time;
<b>Trust Agreement</b>	Declaration of Trust dated May 13, 2015 between the Trustee and the Manager

	creating the Fund;
<b>Trustee</b>	Computershare Trust Company of Canada, a federal trust company organized the <i>Trust and Loan Companies Act</i> (Canada), the trustee of the Fund named under the Trust Agreement;
<b>Unitholders</b>	those investors whose subscriptions to purchase Units offered by this Offering Memorandum are accepted by the Fund and thereafter at any particular time the persons entered in the register or registers of the Fund as holders of Units and the singular form means one such registered holder; and
<b>Valuation Day</b>	the last Business Day of each week, or any other day on which the Manager determines valuation is necessary.

## ITEM 1. USE OF AVAILABLE FUNDS

### 1.1 Funds

The Fund sells Units on a continuous basis, with closings of the offering occurring on the last Business Day of each week in which subscriptions are received, and at such other times as the Manager may determine. It is not possible to determine accurately what funds will be available as a result of the offering because the subscription price will vary depending on what the Net Asset Value per Unit of each Class of the Fund is at the time each Unit is purchased. There is no minimum or maximum number of Units that will be sold as part of the offering. The Management Fees and the Performance Fees are payable out of the net assets of the Fund.

All expenses incurred in organizing the Fund, including setup fees related to the Fund's service providers, and all expenses incurred in connection with the offering are borne by the Manager out of its own funds, and repaid to the Manager by the Fund over a two-year period. The Manager will also pay, out of its own funds, for all expenses associated with the identification and management of the Fund's investments. Ongoing expenses of the Fund, such as legal, custodian, audit, transfer, accounting, valuation and record-keeping fees, and any other administration or direct expenses such as trading commissions, are borne by the Fund.

### 1.2 Use of Available Funds

The Fund will use the net proceeds from the sale of Units to invest in securities and financial instruments pursuant to the Fund's investment objectives and strategies. Specifically, the Fund will invest in equity and exchange traded fund securities listed on North American stock exchanges, as well as third party institutionally managed funds including those who employ alternative investment management strategies. Securities will be purchased on a basis consistent with the Fund's investment policies and restrictions set forth below under the headings "*Investment Objectives*", "*Investment Strategies*" and "*Investment Policies and Restrictions*". See Item 2 "*Business of the Fund – Our Business*".

### 1.3 Reallocation

The Fund intends to use the available funds as stated and will only reallocate such proceeds for sound business purposes.

## ITEM 2. BUSINESS OF THE FUND

### 2.1 Structure

#### *Fund*

The Fund is an unincorporated, open-ended investment trust formed under the laws of the Province of British Columbia and is governed by a Declaration of Trust dated May 13, 2015 (the "**Trust Agreement**").

The Fund is managed by Willoughby. Harbourfront, an affiliate of Willoughby, is a portfolio adviser and the exclusive selling agent of the Fund. Harbourfront is an independent investment dealer founded in 2013. Willoughby and Harbourfront are wholly-owned by an employee group through HF Investment Holdings Inc. ("**HF Investment**"). See Item 8 "*Risk Factors; Relationship Between the Fund, the Manager and Affiliates of the Manager and Potential Conflicts of Interest*".

Computershare Trust Company of Canada is the Trustee of the Fund. The Trustee has no responsibility for investment management of the securities or other property of the Fund or for any investment decisions. See Item 2.6 "*Material Agreements – Trust Agreement*".

Beneficial interests in the Fund are divided into Units of multiple classes. There is no limit to the number of Units or the number of classes of Units that may be issued, subject to any determination to the contrary made by the Manager. Each Unit within a particular class will be of equal value, however, the value of a Unit of one class may differ from the value of a Unit in another class. There are currently two classes of Units being offered for sale by the Fund pursuant to this Offering Memorandum, Class A and Class F. The attributes and characteristics of each class of Unit are described under Item 5 "*Securities Offered – Terms of Securities*".

In addition to the Units described in this Offering Memorandum, the Fund may create additional classes of Units with such attributes and characteristics as the Manager may determine, and which may be offered for sale to such persons as the Manager may determine.

The Fund is a “mutual fund trust” for purpose of the Tax Act. Accordingly, Units are qualified investments under the Tax Act for registered retirement savings plans (“RRSPs”), registered retirement income funds (“RRIFs”), tax-free savings accounts (“TFSAs”), registered education savings plans, registered disability savings plans and deferred profit plans (each a “Registered Plan” and, collectively, “Registered Plans”). See Item 6.3 “Eligibility for Registered Tax Plans”.

The current head office and principal business address of the Fund, the Manager and Harbourfront is Suite 1800, 1055 West Georgia Street, PO Box 11118, Vancouver BC V6E 3P3. The fiscal year end of the Fund is December 31, and the taxation year end is December 31 in each year.

### ***Manager***

Willoughby, the Manager, is a corporation incorporated under the *Business Corporations Act* (British Columbia) on October 20, 2014 and organized under the laws of British Columbia, with offices in Vancouver, B.C. Willoughby is registered as an investment fund manager in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario and Québec, and is the promoter of the Fund.

The rights, duties and obligations of the Manager relating to the investment management and administration of the Fund are set out in the Trust Agreement. Under the terms of the Trust Agreement, Willoughby, as Manager, manages or arranges for the management of the overall undertaking of the Fund, including with respect to such matters as administration services and fund accounting, determination of the investment policy for the Fund from time to time and the provision of investment analysis, advice and recommendations. It is the responsibility of the Manager to ensure that all investments of the assets of the Fund are made in such a way as to comply with any statement made in this Offering Memorandum as to the investment policies, practices and objectives and investment restrictions.

### *Management Fee*

In consideration of the management services provided by the Manager under the Trust Agreement, the Fund pays the Manager the Management Fee. The Management Fee is payable quarterly, in arrears, but is calculated and accrues weekly as a percentage of the Net Asset Value of each applicable Class of Units that comprise the Fund on each Valuation Day. The Management Fee may vary from Class to Class and is deducted as an expense of the Fund in the calculation of the net profits of the Fund. The Management Fee for each of the applicable Classes of Units is as follows:

<u>Class F:</u>	1/52 of 1.00% (1.00% per annum) of the Net Asset Value of the Class F Units of the Fund on each Valuation Day.
<u>Class A:</u>	1/52 of 2.39% (2.39% per annum) of the Net Asset Value of the Class A Units of the Fund on each Valuation Day.

### *Performance Fee*

The Manager is also eligible to receive a Performance Fee in respect of the Class A Units and the Class F Units of the Fund. The Performance Fee in respect of the Class A Units and the Class F Units is calculated and accrued as a liability of the Fund on each Valuation Day. Any accrued Performance Fee will become crystallized and payable at the end of each calendar quarter and paid to the Manager from the net assets of the Fund.

In order for the Manager to be eligible to receive a Performance Fee from the Fund, the current quarter-end Net Asset Value for a Class of Units must exceed that Class of Units’ high-water mark, adjusted for any Unit distributions, by 1.25% for the quarter. The highest historical quarter-end Net Asset Value for each Class of Units establishes the high-water mark for each Class of Units, which must be exceeded in subsequent quarters by

not less than 1.25% for the Performance Fee to be payable.

If the Performance Fee target is met, the Manager will be eligible to receive a Performance Fee equal to 20% of the amount by which the current quarter-end Class Net Asset Value per Unit exceeds the prior all time quarter-end high Class Net Asset Value per Unit, after any adjustments for Unit distributions. The Performance Fee will be payable by the Fund within 10 Business Days of the quarter end.

If the Performance Fee target is met on a given Valuation Day that is not a quarter-end Valuation Day, a Performance Fee accrual is made such that the aggregate Performance Fee accrual for the current quarter is equal to 20% of the amount by which the current Class Net Asset Value per Unit exceeds the prior all time quarter-end high Class Net Asset Value per Unit, after any adjustments for Unit distributions.

Upon the redemption of any Class of Units by a Unitholder, the accrued portion of any Performance Fee liability allocated to the redeemed Units for that Class will be payable by the Fund within 10 Business Days of the end of the month in which the Units were redeemed

### ***Portfolio Advisers***

As at the date of this Offering Memorandum, the Manager has engaged Harbourfront as its portfolio advisor, and may engage other portfolio advisers from time to time. As portfolio advisers, they manage the investment portfolio of the Fund on a discretionary basis, consistent with the Fund's fundamental investment objectives and in compliance with the Fund's investment policies and restrictions.

Harbourfront is an IIROC member securities dealer in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Québec, New Brunswick, Nova Scotia, Prince Edward Island and the Northwest Territories. Certain principals of Harbourfront are the same as those of the Manager. See Item 8 "*Risk Factors; Relationship Between the Fund, the Manager and Affiliates of the Manager and Potential Conflicts of Interest*". As portfolio advisor, Harbourfront is paid compensation of 10% of the Management Fee charged to the Fund calculated and paid in arrears on a quarterly basis.

### ***Selling Agent***

Harbourfront is the exclusive selling agent for the Fund. Investors may purchase Units of the Fund only through Harbourfront.

The Manager will pay part of the Management Fee (1%) charged to the Fund in respect of the Class A Units to Harbourfront, as selling agent, in the form of an ongoing service fee known as a "trailing commission". See Item 7 "*Compensation Paid to Sellers and Finders*".

Purchasers of Class A Units may pay a sales charge of up to 2% of the amount purchased directly to Harbourfront.

Purchasers of Class F Units are required to pay fees to Harbourfront in respect of holdings of Class F Units and such fees may reduce the amount invested in the Units. **Fees paid will vary based on fee account agreements in place between Harbourfront and the purchasers.**

Certain principals of Harbourfront are the same as those of the Manager. See Item 8 "*Risk Factors; Relationship Between the Fund, the Manager and Affiliates of the Manager and Potential Conflicts of Interest*".

### ***Administrator, Custodian and Prime Broker***

NBF Inc. is the Administrator of the Fund. As Administrator, NBF Inc. processes all the purchases and redemptions of the Units, keeps a register of all Unitholders, conducts the valuation of the Fund on each Valuation Day and issues investor statements and annual tax slips to Unitholders. In consideration of the bookkeeping, record-keeping and valuation services provided by the Administrator under the Fund Accounting and Shareholder Record-Keeping Agreement the Fund pays the Administrator a monthly fee and certain additional periodic fees as set forth in the Fund Accounting and Shareholder Record-Keeping Agreement.

NBF Inc. is also the Custodian of the Fund. As Custodian, NBF Inc. holds the Fund's cash and investments in safekeeping on behalf of the Fund. In consideration of the custodial services provided by the Custodian under the Custodial Agreement, the Fund pays the Custodian a monthly custodial fee.

NBF Inc. is also the Fund's Prime Broker for trade execution, trade settlement, and brokerage services in respect of the Fund's portfolio investments. In consideration of the brokerage services provided by the Prime Broker under the Services Agreement, the Fund pays NBF Inc. fees and commissions on a per-transaction basis as set forth in the Services Agreement.

### ***Auditor***

KPMG LLP is the auditor of the Fund. As auditor, KPMG LLP provides assurance that the Fund's annual financial statements present fairly, in all material respects, its financial position and results of operations in accordance with Canadian generally accepted accounting principles.

## **2.2 Our Business**

### ***Investment Objectives***

The Fund was formed for the purpose of investing in securities in Canada, the United States and other foreign jurisdictions. The fundamental investment objective of the Fund is to create a complete asset allocation solution to gain above average risk adjusted returns. The Fund is comprised exclusively of securities listed on North American stock exchanges and gains global exposure through the use of ETFs. In addition, third party fund managers are used through their institutional offerings in order to diversify management style and include hedging opportunities.

### ***Investment Strategies***

To achieve the Fund's investment objectives, the Fund invests in equity and ETF securities as well as third party institutionally managed funds. In order to create diversification from traditional equity and fixed income securities, third party funds may include those that employ alternative investment management strategies and hedge funds. The individual and ETF securities are listed exclusively on North American stock exchanges that are consistent with the Fund's investment policies and restrictions set forth below under the heading "*Investment Policies and Restrictions*". Investments in equity and ETF securities are not restricted by market sector, market capitalization or liquidity.

The Fund follows a value and growth based investment strategy and also includes blue chip, dividend paying securities. To reduce downside risk and capture upside during strong market periods, the Fund uses some negatively correlated securities including third party institutionally managed funds.

### ***Investment Policies and Restrictions***

The Manager adheres to the following investment policies and restrictions in implementing the investment objectives and strategies of the Fund:

- The Fund will not have minimum or maximum asset allocation weightings and there is no requirement to be fully invested. As a result, the Fund may at various times hold 100% of its capital in any of equities, cash, gold, bonds, commodities or ETFs and third-party managed funds representing these or other exposures.
- When the Fund is fully invested in equities, it will hold a minimum of 12 positions, and the equity securities of no single corporation shall exceed 20% of the Fund's capital at any time.
- The Fund's investment in equity securities and ETFs is restricted to only those securities listed on the Toronto, New York, NYSE MKT LLC and NASDAQ stock exchanges. Investments in

equity securities and ETFs is not restricted by market sector, market capitalization or liquidity.

- The Fund may have up to 100% of its capital invested in foreign currency denominated securities and may from time to time hedge all, part or none of this foreign currency exposure back to Canadian Dollars using currency forwards, currency options, or other alternative means.
- Financial leverage may not be used to increase the Fund's gross investment exposure to greater than 120% of current Fund capital at any time.
- The Fund may enter into a securities lending agreement with its Prime Broker to generate additional returns from long positions held.

### **2.3 Development of the Business**

The Fund was established on May 13, 2015 for investment purposes. Since being established, the Manager has focused on raising capital to achieve the Fund's investment objectives as described below.

### **2.4 Long Term Objectives**

The Fund's long-term objectives are to grow the assets under management of the Fund organically by producing superior risk adjusted returns for investors as well as by continuing to sell Units of the Fund to investors. The Fund will hold securities of mid to large capitalization with a focus on earnings growth. The Fund's managers will seek undervalued securities and aim to capture dividend paying investments when appropriate. The objective of the Fund is to provide its Unitholders with a total portfolio solution managed by a group of managers in order to provide geographical and sector specific diversification.

### **2.5 Short Term Objectives and How We Intend to Achieve Them**

The Fund's objectives for the next 12 months are to continue offering Units pursuant to this Offering Memorandum and to execute the Fund's investment objectives described above. The Fund's management team will provide product knowledge education to the advisor teams of the principal distributor who choose to advise their clients to hold the investment in their accounts.

### **2.6 Material Agreements**

The following is a list of agreements which are material to this Offering and to the Fund, all of which are in effect:

- (a) the Trust Agreement as described below and as described further in Item 5.1 "*Terms of Securities*";
- (b) the Services Agreement as described below;
- (c) the Custodial Agreement as described below;
- (d) the Master FX Agreement as described below;
- (e) the Fund Accounting and Shareholder Record-Keeping Agreement as described below; and
- (f) the Investment Management Agreement as described below.

Copies of these agreements may be inspected during normal business hours at the office of the Manager, Suite 1800, 1055 West Georgia Street, Vancouver, British Columbia.

### ***Trust Agreement***

The Trust Agreement dated May 13, 2015 is the constating document of the Fund and describes the terms and conditions respecting the issuance and redemption of Units, investment and valuation of the Fund's assets, determination and distribution of gains, management and administration of the Fund, duties of the Manager and Trustee, meetings of Unitholders and how the Trust Agreement can be terminated or amended.

Matters related to the Trust Agreement are summarized elsewhere in this Offering Memorandum. See in particular the disclosure under Item 5 "*Securities Offered*".

The following is a summary only of certain additional material provisions of the Trust Agreement not disclosed elsewhere in this Offering Memorandum and does not purport to be complete.

- *Head Office.* The head office and the principal office of the administration of the Fund is in Vancouver, British Columbia at the address of the Manager or at such other location as designated by the Manager.
- *Consolidation or Subdivision of Units.* Units may be consolidated or subdivided by the Manager upon the Manager giving at least 21 days' prior written notice to the Trustee and to each Unitholder of its determination to do so.
- *Powers and Duties of the Manager.* The Trust Agreement grants the Manager exclusive power to manage and direct the investment of the assets of the Fund and the powers necessary to perform its duties. The Trustee has no responsibility for investment management of the securities or other property of the Fund or for any investment decisions.
- *Removal of Trustee.* The Trustee may be removed by the Manager at any time by notice to the Trustee not less than 60 days prior to the date that such removal is to take effect provided a successor trustee is appointed or the Fund is terminated.
- *Status of Unitholders.* The ownership of all property of the Fund of every description and the rights to conduct the affairs of the Fund are vested exclusively in the Trustee and the Manager and the Unitholders have no interest other than their beneficial interest in the Fund.
- *Liability of Unitholders.* No Unitholder will be held to have any personal liability as such for any obligation or claim arising out of or in connection with any contract or obligation of the Fund, the Manager or the Trustee.
- *Unitholder Meetings.* The Manager will, upon the written request of Unitholders of a Class holding not less than 50% of the outstanding Units of that Class, call a meeting of Unitholders of that Class. A holder of a Unit of one Class shall not be permitted to receive notice of, or to attend or vote at, meetings of Unitholders of another Class.
- *Termination of Fund.* The Manager may at any time terminate and dissolve the Fund by giving to the Trustee and each then Unitholder written notice of its intention to terminate at least 90 days before the date on which the Fund is to be terminated.
- *Amendment of Trust Agreement.* Any provision of the Trust Agreement may be amended, deleted, expanded or varied with the consent of the Unitholders (in connection with certain purposes described in the Trust Agreement), together with the consent of the Trustee if any change restricts any protection provided to the Trustee or increases the responsibilities of the Trustee thereunder. Subject to certain exceptions, any provision of the Trust Agreement may be amended, deleted, expanded or varied by the Manager, with the approval of the Trustee, if the amendment is, in the opinion of counsel to the Manager, not a material change and does not adversely affect the pecuniary value of the interest of any Unitholders of the Fund or restrict any protection provided to the Trustee or increase the responsibilities of the Trustee thereunder.

***Services Agreement***

The Manager entered into the Services Agreement with NBF Inc. on May 20, 2015, as amended, pursuant to which NBF Inc., on a fee for service basis, provides trade execution, settlement and allocation services for the Fund. Either party may terminate the Services Agreement at any time subject to prior written notice of 30 days, provided that all debts between parties are fully settled.

***Custodial Agreement***

The Manager entered into the Custodial Agreement dated December 29, 2017, with NBF Inc. pursuant to which NBF Inc. provides custodial, trade execution and settlement and certain other services to the Fund. This agreement supersedes and replaces the custodial agreement dated May 20, 2015, as amended between NBF Inc. and the Manager. Either party may terminate the Custodial Agreement at any time subject to prior written notice of 30 days.

***Master FX Agreement***

The Manager entered into a Master FX Agreement dated December 29, 2017, with NBF Inc. which allows for foreign currency transactions.

***Fund Accounting and Shareholder Record-Keeping Agreement***

The Manager entered into the Fund Accounting and Shareholder Record-Keeping Agreement with NBF Inc. on May 20, 2015, as amended, pursuant to which NBF Inc. performs fund accounting, valuation, registry, transfer agency, administrative and trust accounting services for monthly and other periodic fees as registrar and Administrator of the Fund. Either party may terminate the Agreement at any time subject to prior written notice of 90 days.

***Investment Management Agreement***

The Manager entered into an Investment Management Agreement with Harbourfront, an affiliate of the Manager, on May 20, 2015, pursuant to which Harbourfront manages the investment of the account for a quarterly fee. Either party may terminate this agreement at any time on 30 days prior written notice.

The Fund is responsible for the payment of all fees and expenses relating to its operation, including the fees and expenses of the audit, accounting, administration (other than advertising and promotional expenses which are paid for by the Manager), record keeping and legal fees and expenses, custody and safekeeping charges, all costs and expenses associated with the qualification for sale of Units, providing financial and other reports to Unitholders and convening and conducting meetings of Unitholders, all taxes, assessments or other governmental charges levied against the Fund, interest and all brokerage and other fees relating to the purchase and sale of the assets of the Fund.

With respect to the Fund's ongoing operating fees and expenses, the Manager pays the Fund's service providers as invoices are received and then seeks cost recovery from the Fund on a periodic basis throughout the year. Offering and organizational expenses will initially be paid by the Manager and recovered from the fund over a two-year basis. Certain costs such as commission expenses, wire transfer fees and margin interest are paid directly out of the Fund's assets. The Manager will pay for all expenses associated with the identification and management of the Fund's investments (other than the noted direct expenses such as margin interest and brokerage fees, which are the responsibility of the Fund as noted above).

**ITEM 3. INTERESTS OF DIRECTORS, MANAGEMENT, PROMOTERS AND PRINCIPAL HOLDERS****3.1 Compensation and Securities Held**

The following table sets out information about each director and officer of the Manager, each promoter of the Fund and each person who directly or indirectly, beneficially owns or controls 10% or more of the Units of the Fund.

Name and municipality of principal residence	Positions held and the date of obtaining that position	Compensation paid by the Fund in the period ended December 31, 2019 and the compensation anticipated to be paid in the current financial year	Number, type and percentage of securities held as at the date of Offering Memorandum	Number, type and percentage of securities held after completion of the Offering
WILLOUGHBY ASSET MANAGEMENT INC. (4) Vancouver, BC	Promoter	Compensation for 2019: 1,285,467 <sup>(1)</sup>  Compensation for 2020: \$467,000	Nil	<sup>(3)</sup> -
LYNN STIBBARD Surrey, BC	Chief Financial Officer, Director	Compensation for 2019: Nil <sup>(2)</sup>  Compensation for 2020: Nil <sup>(2)</sup>	Nil	<sup>(3)</sup> -
KATHLEEN BLACK Vancouver, BC	Chief Compliance Officer	Compensation for 2019: Nil  Compensation for 2020: Nil	Nil	<sup>(3)</sup> -
DANIEL POPESCU <sup>(4)</sup> West Vancouver, BC	President, Chief Executive Officer, Director and Ultimate Designated Person	Compensation for 2019: Nil <sup>(2)</sup>  Compensation for 2020: Nil <sup>(2)</sup>	Nil	<sup>(3)</sup> -
MARK PINTO Mississauga, ON	Director	Compensation for 2019: Nil <sup>(2)</sup>  Compensation for 2020: Nil <sup>(2)</sup>	Nil	<sup>(3)</sup> -

## Notes:

- (1) This amount is comprised of the Management Fee and Performance Fee paid to the manager for its services. See “*Business of the Fund – Structure of the Fund - Manager*”.
- (2) This individual is a director of the Manager. Although she/he does not receive compensation from the Fund, the Manager, does receive a Management Fee and Performance Fee for its services. See “*Business of the Fund – Structure of the Fund - Manager*”.
- (3) The Manager and the directors and officers of the Manager may acquire Units under this Offering Memorandum; however, the number of Units, if any, which may be acquired is not known.
- (4) As at the date of this Offering Memorandum, Daniel Popescu beneficially owned 73.08% of the issued and outstanding shares of Willoughby.

### 3.2 Management Experience

The senior management of the Manager have a broad background of investment and capital market experience which is brought to bear on the activities undertaken by the Manager on behalf of the Fund. The following table discloses the principal occupations of the directors and senior officers of the Manager over the past five years.

Name	Principal occupations and related experience
LYNN STIBBARD, CPA, CGA, MBA Chief Financial Officer, Director	<p>Ms. Stibbard is the Chief Financial Officer, Chief Operating Officer and a Director of Harbourfront. She is also the CFO and a director of Willoughby, Harbourfront Estate Planning Services Inc., Harbourfront Wealth America Inc. and HF Investment Holdings Inc. (collectively, the “<b>Harbourfront Group of Companies</b>”). Prior to joining the Harbourfront Group of Companies, she held senior executive roles in several IIROC member firms including Chief Financial Officer, Chief Compliance Officer and President, over a 14-year period. Ms. Stibbard also has 18 years of experience in public practice accounting with Ellis Foster (now Ernst &amp; Young), a regional CA firm, specializing in providing panel auditor and consulting services in the brokerage industry. She is a member of the Pacific District Council and the Financial and Operations Advisory Section of IIROC, and has completed the CSI Partners Directors and Senior Officers examination, and the Chief Financial Officer and Chief Compliance Officer qualifying examinations.</p>
KATHLEEN BLACK, Chief Compliance Officer	<p>Ms. Black is the Chief Compliance Officer of Harbourfront, Willoughby, and Harbourfront Wealth America Inc. She has over 25 years of industry experience in various Senior Compliance and Operational roles. She is qualified as a Certified Financial Planner and a Branch Manager. She has completed the CSI Partners Directors and Senior Officers examination, and the Branch Manager and Chief Compliance Officer Qualifying examinations.</p>
DANIEL POPESCU, CFP, FMA, FCS President, CEO, Director and Ultimate Designated Person	<p>Mr. Popescu is the President, Chief Executive Officer and Ultimate Designated Person and a director of Harbourfront, an IIROC member securities dealer and affiliate of Willoughby. He is also the President, CEO and a director of each of the Harbourfront Group of Companies. Mr. Popescu has 20 years of industry experience which includes investment management, financial planning, banking and lending. Prior to his roles with the Harbourfront Group of Companies, Mr. Popescu was a Senior Vice President and Investment Advisor with National Bank Financial, heading a team of advisors providing comprehensive wealth management services to private retail clients. In the past he has been a part owner of Wellington West Capital and has had extensive involvement in advisor recruiting and training.</p>
MARK PINTO Director	<p>Mr. Pinto is an Executive Vice President of Harbourfront and a director of Willoughby and of HF Investment Holdings Inc. Mr. Pinto has 26 years of experience in retail financial services including 16 years in senior executive roles with Assante Wealth Management and other financial services entities. His areas of expertise include sales leadership and coaching, business strategy, operations, information technology and sales in a variety of complex situations including mergers and acquisitions, integrations, system conversions and change management.</p>

### 3.3 Penalties, Sanctions and Bankruptcy

There are no penalties, sanctions, declarations of bankruptcy, voluntary assignments in bankruptcy, proposals

under any bankruptcy or insolvency legislation, proceedings, arrangements or compromises with creditors, appointments of a receiver, receiver manager or trustee to hold assets, that have been in effect during the last ten years against or in connection with any of the directors, executive officers or control persons of the Fund or the Manager or any issuer of which any director, executive officer or control person of the Fund or the Manager was a director, executive officer or control person.

### 3.4 Loans

There are no loans due to or from the directors, management, promoters and principal holders of the Manager in respect of the Fund.

## ITEM 4. CAPITAL STRUCTURE

### 4.1 Share Capital

Description of Security	Number authorized to be issued	Price per Security as at March 31, 2020	Number outstanding as at March 31, 2020
Class A Units <sup>(1)</sup>	Unlimited	9.5550	31,957.9817
Class F Units <sup>(1)</sup>	Unlimited	10.0569	3,236,366.1084

Notes:

- (1) The attributes and characteristics of each Class of Units is set forth under the heading Item 5 “*Securities Offered - Terms of Securities*”.

### 4.2 Long Term Debt Securities

The Fund has no long-term debt.

### 4.3 Prior Sales

The table below discloses information regarding the Units that were issued at the month-end of the 12-month period from April 1, 2019 to March 31, 2020.

Description of Security	Number of Units Issued <sup>(1)</sup>	Price per Unit	Total funds received
Class A Units	15,685.7961	<sup>(2)</sup>	\$165,000.00
Class F Units	787,843.7994	<sup>(2)</sup>	\$8,677,150.00

Notes:

- (1) Within the 12 months from April 1, 2019 to March 31, 2020, an aggregate of 24,145.0055 Class A Units and 2,547,474.0971 Class F units have been redeemed for an aggregate gross redemption amount of \$26,698,348.07.
- (2) As at March 31, 2020 the issued and outstanding Units had the following Net Asset Values: Class A \$9.5550 per Unit and Class F \$10.0569 per Unit.

## ITEM 5. SECURITIES OFFERED

### 5.1 Terms of Securities

The Fund is an open-end investment fund which was established on May 13, 2015, pursuant to the Trust Agreement.

### *Units*

The beneficial interest in the Fund is divided into interests of multiple Classes each referred to as Units. Each Unit within a particular Class will be of equal value, however the value of a Unit in one Class may differ from the value of a Unit in another Class. Each Class and its Units and fractions thereof will be issued only as fully paid and non-assessable. There is no limit to the number of Units or the number of Classes of Units that may be issued, subject to any determination to the contrary made by the Manager. No Class of Units or fraction thereof shall have any rights, preferences or priorities over any other Class of Units, except in respect of voting rights.

An unlimited number of Class A and Class F Units are being offered under this Offering Memorandum on a continuous basis to investors in the province of British Columbia, and in Alberta, Saskatchewan, Manitoba, Ontario, Québec, New Brunswick, Nova Scotia, Prince Edward Island and Northwest Territories pursuant to certain other exemptions from the prospectus requirements contained in the securities legislation of those provinces. Closings of the sale of Units offered hereunder take place weekly, on the last Business Day of each week. See “*Subscription Procedure*” below.

The subscription price for the Units is based upon the applicable Net Asset Value of the Units. The Net Asset Value per Unit for subscriptions which are received and accepted by the Manager before the close of business on a Valuation Day are calculated as of that Valuation Day. The Net Asset Value per Unit for subscriptions received and accepted after such time are calculated on the next following Valuation Day.

The Trust Agreement is the constating document of the Fund and describes the terms and conditions respecting the issuance and redemption of Units, investment and valuation of the Fund’s assets, determination and distribution of gains, management and administration of the Fund, duties of the Manager and Trustee, meetings of Unitholders and how the Trust Agreement can be terminated or amended. See Item 2.6 “*Material Agreements – Trust Agreement*”.

### *Voting*

Each Unitholder is entitled to one vote for each whole Unit held. No holder of a fraction of a Unit, as such, is entitled to notice of, or to attend or to vote at, meetings of Unitholders. A holder of a Unit of one Class is not permitted to notice of, or to attend or vote at, meetings of Unitholders of another Class.

### *Certificates*

No certificates evidencing the ownership of Units will be issued unless requested in writing by the Unitholder.

### *Valuation Procedures*

The “Net Asset Value” of the Fund is the then fair market value of the assets of the Fund at the time the calculation is made less the amount of its liabilities at that time. The Net Asset Value of each Class (the “**Class Net Asset Value**”) is the then fair market value of the assets of the Fund attributable to such Class less the amount of the liabilities of the Fund attributable to such Class as determined by the Manager acting reasonably in accordance with industry standards including accruing fees or liabilities (including any Performance Fee that may accrue in favour of the Manager), at that time. The “Net Asset Value per Unit” for each Class is the quotient obtained by dividing the amount equal to the Class Net Asset Value by the total number of outstanding Units in such Class, including fractions of Units. The Net Asset Value of the Fund, Class Net Asset Value and the Net Asset Value per Unit is computed by the Manager as provided in the Trust Agreement as at the close of business on every Valuation Day.

The fair market value of the assets and the amount of the liabilities of the Fund in the aggregate and attributable to each Class, is calculated by the Manager in such manner as the Manager in its sole discretion shall determine from time to time, subject to the following:

- (a) liquid assets (which term includes cash on hand or on deposit, bills and demand notes, accounts

receivable, prepaid expenses, cash dividends (including unpaid but declared dividends provided that the record date for such dividends is on or before the date of determination of the Net Asset Value) and interest accrued and not yet received) will be valued at their full face amount unless the Manager determines that any such deposit, bill, demand note, account receivable, prepaid expense, cash dividend or interest amount is not worth the full face value, in which event the value shall be the fair value as determined by the Manager;

- (b) securities listed on a stock exchange will be valued at the closing sale price or, if there is no closing sale price, the average of the closing bid and closing asked price or lacking any recent sales or any record thereof, the latest available sale price or latest available bid price all as reported by any report in common use;
- (c) securities and other assets for which market quotations are not readily available will be valued at fair value on a basis as determined by the Manager;
- (d) the value of any publicly traded bonds, debentures, and other debt obligations shall be valued by taking the average of the bid and ask prices on a Valuation Day at such times as the Manager, in its discretion, deems appropriate;
- (e) short-term investments, including notes and money market instruments, shall be valued at cost plus accrued interest;
- (f) all Fund property valued in a foreign currency and all liabilities and obligations of the Fund payable by the Fund in foreign currency shall be converted into Canadian funds by applying the rate of exchange obtained from the best sources available to the Administrator including, but not limited to, the Administrator or any of its affiliates;
- (g) the value of any security, the resale of which is restricted or limited by reason of a representation, undertaking or agreement by the Fund or by the Fund's predecessor in title or by law shall be the lesser of (i) the value thereof based on reported quotations in common use; and (ii) that percentage of the market value of securities of the same class, the trading of which is not restricted or limited by reason of any representation, undertaking or agreement or by law, equal to the percentage that the Fund's acquisition cost was of the market value of such securities at the time of acquisition, provided that a gradual taking into account of the actual value of the securities may be made where the date on which the restrictions will be lifted is known;
- (h) the value of any security which is a debt obligation and which, at the time of acquisition, had a remaining term to maturity of one year or less, shall be the amount paid to acquire the obligation plus the amount of any interest accrued on such obligation since the time of acquisition. For the purposes of the foregoing, interest accrued will include amortization over the remaining term to maturity of any discount or premium from face value of an obligation at the time of its acquisition; and
- (i) the liabilities of the Fund shall be deemed to include all liabilities of the Fund of whatsoever kind and nature except liabilities represented by outstanding Units and, for greater certainty but without limitation, include:
  - (i) all bills, notes and accounts payable;
  - (ii) all administrative expenses payable or accrued;
  - (iii) all obligations for the payment of money or property, including distributions of net income and net realized capital gains, if any, declared, accrued or credited to the Unitholders but not yet paid on the day before the day as of which the Net Asset Value per Unit is being determined; and
  - (iv) all allowances authorized or approved by the Manager for taxes (if any) or contingencies.

The value of any security or property to which, in the opinion of the Manager, the above valuation principles cannot be applied (whether because no price or yield equivalent quotations are available as above provided, or for any other reason) shall be the fair value thereof determined in such manner as the Manager from time to time provides.

Where, for the purposes of the foregoing calculation of the Net Asset Value of the Fund, the Class Net Asset Value and the Net Asset Value per Unit and the calculation of any distributions hereunder, the Manager is provided with a value, quotation, or other information related thereto by a third party (collectively “**Third Party Data**”), including without limitation, any third party data provider, any investment manager of the Fund appointed by the Manager or such investment manager’s respective agents, the Manager may rely on such Third Party Data and shall not be required to make any investigation or inquiry as to the accuracy, completeness or validity of such Third Party Data. If such Third Party Data is not available to the Manager as of a time reasonably proximate to the Valuation Day, such valuation of the securities or other assets of the Fund shall be based on an estimate or estimates provided by the Manager. Such estimate or estimates will be final and binding and will be considered to be the actual value of such securities or other assets for the purposes of any distribution, Net Asset Value of the Fund, Class Net Asset Value or Net Asset Value per Unit calculations. Neither the Manager nor the Trustee shall have any responsibility or liability, whatsoever, for any loss or damage arising out of or in connection with the Manager’s reliance on or any failure to provide such Third Party Data or any such estimates.

The Manager utilizes the services of the Administrator in the process of calculating the Net Asset Values; however, the completeness and accuracy of this calculation is ultimately the responsibility of the Manager. While the goal is to produce completely accurate valuations at all times, errors and adjustments may occur periodically. The Manager has put in place procedures to detect and correct any such errors and make appropriate adjustments, if necessary. The Trustee shall have no responsibility for and bear no liability with respect to the determination of the Net Asset Value of the Fund, Class Net Asset Value or Net Asset Value per Unit.

#### ***Distribution of Income and Capital Gains to Unitholders***

The Fund distributes its net income for tax purposes and net realized capital gains (less capital losses) so that the Fund is not liable in any year for income tax. Such distributions, if any, will be declared on a date determined by the Manager, and will be reinvested in additional Units of the same Class of the Fund held by the investor, unless the Unitholder gives written notice to the Manager in advance that the Unitholder wants to receive its distributions in cash.

#### ***Trading and Resale Restrictions***

This Offering of Units is made only on a private placement basis to investors who are eligible to purchase on an exempt basis under, and subject to compliance with, applicable securities laws. **There is no market for the Units. The transferability of the Units is subject to resale restrictions under applicable securities laws.**

The Fund is entitled to require and may require, as a condition of allowing any transfer of any Unit, the transferor or transferee, at their expense, to furnish to the Fund evidence satisfactory to it in form and substance (which may include an opinion of counsel satisfactory to the Fund) in order to establish that such transfer will not constitute a violation of the securities laws of any jurisdiction whose securities laws are applicable thereto.

The Fund is not a reporting issuer in any of the provinces or territories of Canada and does not intend to become reporting in any province or territory of Canada. The Units are subject to an indefinite hold period. Notwithstanding such indefinite hold period, and subject to approval by the Fund as referred to above, investors may be able to transfer between certain Classes of Units (transfers between Class A and Class F Units will generally be permitted) and to transfer Units to another person pursuant to another exemption from the prospectus requirements of applicable securities laws, or pursuant to an order permitting such trade granted by applicable securities regulatory authorities. This matter should be discussed with the Manager. See “*Transfer Between Classes of Units*” below. Units may also be redeemed on the last Business Day of each week. See “*Redemption Procedure*” below.

### ***Transfer Between Classes of Units***

A Unitholder of any Class may be entitled to transfer, at any time, all or, subject to any minimum investment or other requirements for a particular Class prescribed by the Manager and set forth in this Offering Memorandum (or other like document), any part of the Units of one Class registered in its name to another Class of Units, by giving written notice to the Manager. The notice must contain a clear request that a specified number of Units (or fractions thereof) be transferred between the Classes and provide detailed instructions regarding the Class of Units to be acquired, and the signature on the transfer notice must be guaranteed by a Canadian chartered bank, a trust company or securities dealer acceptable to the Manager. The Administrator, in its capacity as registrar of the Fund, may charge a fee to the Unitholder to effect a transfer of Units between Classes. As of the date of this Offering Memorandum, transfers between Class A and Class F Units will generally be permitted, subject to such transfers being in compliance with applicable securities laws.

### ***Redemption Procedure***

Each Unitholder is entitled to require payment of the Net Asset Value of all or any of his Units by giving written notice to the Manager, which notice must contain a clear request that a specified number of Units of a specified Class are to be redeemed or the dollar amount which the Unitholder is required to be paid, and the signature on the redemption notice must be guaranteed by a Canadian chartered bank, a trust company or a registered broker or securities dealer acceptable to the Manager.

The Manager may, at its discretion, charge Unitholders a redemption charge in an amount up to a maximum of 2.0% of the Net Asset Value of the Units being redeemed if their Units are redeemed before they have held them for 60 days. In addition, the Administrator, in its capacity as registrar of the Fund, may charge a fee to the Unitholder to effect a redemption of Units.

A redemption request, properly completed, must be received by the Manager at its offices not later than the close of business on a Valuation Day in order for the redeeming Unitholder to receive the Net Asset Value Per Unit calculated on that Valuation Day.

The proceeds payable on redemption will be the applicable Net Asset Value of the Units redeemed, which may vary from Class to Class, less any applicable redemption charges. The Manager will, within 5 Business Days after the Valuation Day, and subject to receipt of written notice in respect of redemption requests by the Manager, arrange for the payment of the value of the Units being redeemed by mailing or delivering a cheque in the relevant amount in Canadian funds to the Unitholder. Upon the redemption of any Class of Units by a Unitholder, the accrued portion of any Performance Fee liability allocated to the redeemed Units for that Class will be payable by the Fund within 10 Business Days of the end of the month in which the Units were redeemed.

Redemption requests will be processed in the order in which they are received. Redemption requests specifying a forward date or specific price will not be processed. The Fund is not required to redeem or pay any redemption amounts in respect of any Units unless the above described procedures are followed.

The Manager may suspend, or continue suspension of the right of a Unitholder to require the Fund to redeem Units for any period during which normal trading is suspended on any market on which a substantial part of the securities owned by the Fund are then listed or with the consent of the appropriate securities regulatory authorities for any period during which the Manager determined that conditions are such that the disposal of the assets of the Fund is not reasonably practicable or it is not reasonably practicable to determine fairly the value of the Fund's assets.

**Units may generally be redeemed on the last Business Day of any week. Redemption amounts will be paid out within five Business Days of the redemption date and may be subject to an early redemption fee.**

## **5.2 Subscription Procedure**

Investors may purchase Units of the Fund only through Harbourfront, the exclusive selling agent of the Fund. Harbourfront will process orders on behalf of the Manager or its designate at its principal office via electronic

communication facilities without charge to the investor on the day on which investor orders are placed.

The Class F Units are available for sale to retail investors through Harbourfront, and purchasers of Class F Units pay fees to Harbourfront in respect of holdings of Class F Units, such fees to be based on the fee agreements in place between Harbourfront and the purchasers. The assets of the Fund represented by the Class F Units are subject to operating costs, administrative expenses and the Management Fee and Performance Fee.

The Manager pays part of the Management Fee (1%) charged to the Fund in respect of the Class A Units to Harbourfront, as selling agent, in the form of an ongoing service fee known as a “trailing commission”. Service fees are calculated based on the aggregate value of the clients’ investments in Class A Units of the Fund on each Valuation Day equal to 1/52 of 1% of the Net Asset Value of the Class A Units held by the clients on such Valuation Day. No service fees are payable in respect of the Class F Units. See Item 7 “*Compensation Paid to Sellers and Finders*”.

The minimum initial investment in the Fund for either Class A or Class F Units is \$500 (or such lesser amount as the Manager, in its sole discretion, may accept). This \$500 may be spread across different accounts. The Manager may in its discretion waive the minimum investment amount, accept investments in other minimum amounts permitted under applicable securities laws, or require higher minimum investment amounts.

Each prospective and qualified investor who desires to subscribe for Units must:

- (a) complete and sign a Subscription Agreement in the form accompanying this Offering Memorandum, specifying the aggregate subscription amount and the Class of Units being subscribed for; and
- (b) deliver to the Manager or its designate, in trust, an electronic funds transfer via the FundSERV network for the subscription price payable for the Units subscribed for (or other means satisfactory to the Manager).

Subscriptions will be received subject to prior sale and acceptance of the investor’s subscription, in whole or in part (subject to compliance with applicable securities laws), by the Manager on behalf of the Fund.

The purchase price per Unit is an amount equal to the Net Asset Value per Unit subscribed for and may vary from Class to Class. The Net Asset Value per Unit for subscriptions which are received and accepted by the Manager before the close of business on a Valuation Day will be calculated as of that Valuation Day. The Net Asset Value per Unit for subscriptions received and accepted after such time will be calculated on the next following Valuation Day.

The subscription price is payable by the investor upon subscription, by electronic funds transfer via the FundSERV network or other means satisfactory to the Manager. No financing of the subscription price will be provided by the Manager.

The subscription amounts, Subscription Agreements and other documents will be held in trust by the Manager and released upon closing. Where required pursuant to National Instrument 45-106 *Prospectus Exemptions* (“**NI 45-106**”), the subscription amount will be held in trust by the Manager until midnight on the second Business Day after the investor signs a Subscription Agreement. Closings will occur on a continuous basis on the last Business Day of each week in which subscriptions are received.

**All subscription documents should be reviewed by prospective subscribers and their professional advisers prior to subscribing for Units.**

### ***Qualified Investors***

The Manager is offering for sale an unlimited number of Units on a continuous basis in the provinces listed below by way of private placement.

The Offering is being conducted:

- (a) in the province of British Columbia pursuant to the exemptions from the prospectus requirements afforded by Sections 2.3, 2.9 and 2.10 of NI 45-106; and
- (b) in the provinces of Alberta, Saskatchewan, Manitoba, Ontario, Québec, New Brunswick, Nova Scotia, Prince Edward Island and Northwest Territories pursuant to the exemptions from the prospectus requirements afforded by Sections 2.3 and 2.10 of NI 45-106.

The exemption pursuant to Section 2.3 of NI 45-106 is available for distributions to investors purchasing as principal and who are “accredited investors” as defined in NI 45-106.

The exemption pursuant to Section 2.9 of NI 45-106 is available for distributions only to investors in British Columbia, purchasing as principals, who receive this Offering Memorandum prior to signing the Subscription Agreement and who sign a risk acknowledgement in the prescribed form attached to the Subscription Agreement.

The exemption pursuant to Section 2.10 of NI 45-106 is available for distributions to non-individual investors purchasing as principals where the trade is made in a security that has an aggregate acquisition cost to the investor of not less than \$150,000, paid in cash at the time of acquisition.

The foregoing exemptions relieve the Fund from the provisions of the applicable securities laws of each of the provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Québec, New Brunswick, Nova Scotia, Prince Edward Island and Northwest Territories which otherwise would require the Fund to file and obtain a receipt for a prospectus. Accordingly, prospective investors for Units will not receive the benefits associated with a subscription for securities issued pursuant to a filed prospectus, including the review of material by securities regulatory authorities.

The Fund will use qualified dealers or brokers to sell Units of the Fund and may enter into non-exclusive agency agreements with such brokers or dealers in connection with such sales.

#### ***Acceptance of Subscriptions***

Subscriptions received are subject to rejection or allotment in whole or in part by the Manager on behalf of the Fund within five days of their receipt by the Manager or its designate. The Manager reserves the right to close the subscription books at any time without notice. Confirmation of the acceptance of a subscription will be forwarded by the Manager to the investor. The Manager is not obligated to accept any subscriptions and will reject any subscription which the Manager considers to be not in compliance with applicable securities laws and regulations. If any subscription is rejected, the Manager will return to the investor within five days after making the decision to reject the subscription, the Subscription Agreement, any other documentation delivered by the investor, and the subscription funds comprising such subscription.

Subject to the statutory rights of action, and a two day right of withdrawal for certain investors provided for herein, and subject to applicable securities laws, the investor’s subscription may not be withdrawn, cancelled, terminated or revoked by the investor for a period of five days from the date of receipt of the subscription by the Manager, unless previously accepted by the Manager.

Units of the Fund will be issued to an investor if a Subscription Agreement substantially in the form prescribed by the Manager from time to time is received by the Fund and accepted by the Manager and if payment of the subscription price is made via the FundSERV network or other means satisfactory to the Manager.

An investor who subscribes for Units by executing and delivering a Subscription Agreement will become a Unitholder after the Manager accepts such subscription and the Fund has received the subscription price.

#### ***Additional Investments***

Additional investments in the Fund are generally permitted without a Unitholder having to complete a further Subscription Agreement, provided that the Unitholder’s initial investment was equal to a minimum of \$150,000, the additional investment is for the same Class as the initial investment and the Unitholder, as at the date of the

additional investment, holds securities of the Fund that have an acquisition cost of not less than \$150,000 or a net asset value of not less than \$150,000 (the “**Additional Investment Conditions**”). Subsequent purchases on this basis must be at least \$5,000 or such other amount determined by the Manager at any time, in its discretion.

If a Unitholder wishes to make an additional investment in the Fund but does not meet the Additional Investment Conditions, then the Unitholder must complete a further Subscription Agreement.

No certificates evidencing ownership of the Units will be issued to a Unitholder unless requested in writing by the Unitholder. Following each purchase or redemption of Units, Unitholders will receive a written confirmation from the Administrator indicating details of the transaction including the Class, number and dollar value of the Units purchased or redeemed, the Net Asset Value per Unit and the Class, number and dollar value of Units held by the Unitholder following such purchase or redemption.

## **ITEM 6. INCOME TAX CONSEQUENCES AND RRSP ELIGIBILITY**

### **6.1 Independent Tax Advice**

**You should consult your own professional advisers to obtain advice on the income tax consequences that apply to you. Not all securities are eligible for investment in a registered retirement savings plan (RRSP). You should consult your own professional advisers to obtain advice on eligibility of these securities for deferred plans.**

### **6.2 Income Tax Consequences**

The following summary is provided by the Manager and describes the principal Canadian federal income tax considerations pursuant to the *Income Tax Act* (Canada) (the “**Tax Act**”) and the regulations thereunder generally applicable to a Unitholder who acquires Units of the Fund and who, for purposes of the Tax Act, is resident in Canada, holds the Units as capital property and deals at arm’s length with the Fund. Generally, Units of a Fund are considered to be capital property to a Unitholder provided the Unitholder does not hold the Units in the course of carrying on a business and has not acquired them in one or more transactions considered to be an adventure in the nature of trade. Certain Unitholders who might not otherwise be considered to hold their Units as capital property may, in certain circumstances, be entitled to have them treated as capital property by making the irrevocable election permitted by subsection 39(4) of the Tax Act.

This summary is not applicable to a Unitholder that is a “financial institution” (as defined in the Tax Act for purposes of the mark-to-market rules), or a “specified financial institution” or “restricted financial institution” to a Unitholder an interest in which is a “tax shelter investment” (all as defined in the Income Tax Act). This summary is based upon the provisions of the Tax Act, and any regulations thereunder in force at the date hereof and the understanding of the current published administrative and assessing practices of the Canada Revenue Agency (“**CRA**”) and takes into account all specific proposals to amend the Tax Act and the regulations thereunder publicly announced by or on behalf of the Minister of Finance (Canada) (the “**Tax Proposals**”). There can be no assurance that the Tax Proposals will be implemented in their current form or at all. No advance income tax ruling has been requested in respect of this offering. This summary does not otherwise take into account or anticipate any changes in the law, whether by legislative, governmental or judicial action, nor does it take into account provincial, territorial or foreign tax considerations, which may differ significantly from those discussed herein.

**This summary is not exhaustive of all possible Canadian federal tax considerations applicable to an Investment in Units. Moreover, the income and other tax consequences of acquiring, holding or disposing of Units will vary depending on the Unitholders’ particular circumstances, including the province or provinces in which the Unitholder resides or carries on business. Accordingly, this summary is of a general nature only and is not intended to be legal or tax advice to any prospective purchaser of Units of the Fund or any Unitholder. Consequently, prospective Unitholders should consult their own tax advisors for advice with respect to the tax consequences of an investment in Units based on their particular circumstances.**

### ***Tax Status of the Fund***

This summary is based on the assumptions that (i) the Fund qualifies, at all times, as a “mutual fund trust” within the meaning of the Tax Act and will elect under the Tax Act to be a “mutual fund trust” from the date it was established, (ii) the Fund is not maintained primarily for the benefit of non-residents, and (iii) not more than 50% (based on fair market value) of the Units will be held by non-residents of Canada or by partnerships that are not Canadian partnerships as defined in the Tax Act, or by any combination of such partnerships and non-residents.

In the event that the Fund does not qualify as a “mutual fund trust” at all relevant times, the income tax considerations would in some respect be materially different from those described below.

The Fund will not be subject to the “specified flow-through” trust (“SIFT”) rules in the Tax Act as long as Units are not listed or traded on a stock exchange or other public market.

### ***Taxation of the Fund***

The Fund is subject to taxation in each taxation year on its income for the year, including net realized capital gains, less the portion thereof that is paid or payable in the year to Unitholders and which is deducted by the Fund in computing its income for purposes of the Tax Act. An amount will be considered to be payable to a Unitholder in a taxation year if it is paid in the year by the Fund or the Unitholder is entitled in that year to enforce payment of the amount. The Fund intends to distribute a sufficient part of its income and capital gains, if any, so that the Fund will not be subject to tax under Part I of the Tax Act (other than in certain circumstances with respect to the alternative minimum tax, if applicable). Losses incurred by the Fund cannot be allocated to Unitholders but may be deducted by the Fund in future years in accordance with the Tax Act.

To the extent the Fund’s investments include assets denominated in currencies other than Canadian dollars, the cost and proceeds of disposition of such assets, income and any other relevant amounts must be determined for purposes of the Tax Act in Canadian dollars, and the Fund may therefore realize gains or losses by virtue of fluctuations in the value of foreign currencies relative to Canadian dollars. To the extent the Fund derives income or gains from investments in countries other than Canada, the Fund may be liable to pay income or profits tax to such countries and the utilization of credits or deductions in respect of foreign tax so paid is subject to special rules and restrictions under the Tax Act.

### ***Taxation of Unitholders***

#### **Fund distributions**

Unitholders which are not exempt from tax under Part I of the Tax Act will generally be required to include in their income for a particular taxation year such part of the Fund’s net income for tax purposes for the year as was paid or has become payable to them in that particular taxation year, notwithstanding that any such amount is payable in additional Units of the Fund (See “*Distribution of Income and Capital Gains to Unitholders*” above). In certain cases, the Fund may apply net capital losses or non-capital losses from prior taxation years to reduce its net taxable income, thereby effectively permitting such amounts to be distributed as capital to Unitholders. However, any such distribution will reduce the adjusted cost base of a Unitholder’s Units. To the extent that the adjusted cost base of a Unitholder’s Units becomes negative, the negative amount will be included in the Unitholder’s income for the year as a capital gain.

Units issued to a Unitholder in lieu of a cash distribution will have a cost equal to the fair market value of the Units and this cost must be averaged with the cost of all Units held by the Unitholder to determine the adjusted cost base of each Unit of that Unitholder.

Where the Fund has received taxable dividends from a taxable Canadian corporation in the year, it may designate a pro rata share of such dividends to be taxable dividends received by the Unitholder from a taxable Canadian corporation in the year. To the extent that amounts are designated as taxable dividends, the normal gross-up and dividend tax credit provisions will be applicable in respect of Unitholders who are individuals, the refundable

tax under Part IV of the Tax Act will be payable by Unitholders who are private corporations and certain other corporations controlled directly or indirectly by or for the benefit of an individual or related group of individuals, and the deduction in computing taxable income will be available to Unitholders that are corporations.

The Fund may make designations in respect of net taxable capital gains realized by it in the year, and foreign source income received in the year and foreign taxes paid in the year. Where applicable, Unitholders may apply capital losses against such capital gains and may claim the foreign tax credit in calculating tax payable.

The Fund must withhold a 25% Canadian withholding tax from distributions of income paid to Unitholders who are not resident in Canada for Canadian income tax purposes (subject to treaty reduction).

### **Disposition of units**

A Unitholder's gain or loss from the disposition of a Unit (including a disposition by way of redemption) will generally be treated as a capital gain or loss. One-half of any capital gain realized by a Unitholder and the amount of any net taxable capital gains designated by the Fund in respect of a Unitholder will be included in the Unitholder's income under the Tax Act for the year of disposition as a taxable capital gain. Subject to certain specific rules in the Tax Act, one-half of any capital loss realized by a Unitholder may be deducted against any taxable capital gains realized by the Unitholder in the year of disposition, in the three preceding taxation years or in any subsequent taxation years.

Capital gains realized on dispositions of Units by Unitholders who are not resident in Canada for Canadian income tax purposes will be subject to Canadian income tax only (i) if the Unitholder, persons who do not deal at arm's length with the Unitholder, or any combination of the Unitholder and such persons owned not less than 25% of the issued Units of the Fund at any time in the 60 months preceding the date of disposition of the Units, and (ii) more than 50% of the fair market value of such Units is derived directly or indirectly from any combination of real or immovable project property situated in Canada, Canadian Resource properties, timber resource properties, or options, interests or civil law rights therein.

### **Alternative minimum tax**

Canadian dividends and capital gains distributed by the Fund to, and taxable capital gains realized by a Unitholder that is an individual, may give rise to alternative minimum tax depending on the Unitholder's circumstances.

## **6.3 Eligibility for Registered Tax Plans**

The Fund is a "mutual fund trust" for purposes of the Tax Act. Accordingly, Units are qualified investments under the Tax Act for Registered Plans.

The Fund must have 150 or more Unitholders at all times in order to continue to qualify as a mutual fund trust under the Tax Act. If the Fund ceases to qualify as a mutual fund trust, the Units may cease to be qualified investments for trusts governed by RRSPs, RRIFs, registered education saving plans (RESPs), registered disability savings plans (RDSPs), TFSA's and deferred profit sharing plans (DPSPs) under the Tax Act. There can be no assurance that income tax laws and the treatment of unit trusts will not be changed in a manner which adversely affects Unitholders. Holders of TFSA's, RDSPs, and RESPs and annuitants of RRSPs and RRIFs should consult with their own advisors as to whether Units would be "prohibited investments" for such plans for the purposes of the Tax Act.

## **6.4 Tax Information Reporting**

Pursuant to the Agreement Between the Government of the United States of America and the Government of Canada to Improve International Tax Compliance through Enhanced Exchange of Information under the Convention Between the United States of America and Canada with Respect to Taxes on Income and Capital entered into between Canada and the U.S. on February 5, 2014 (the "IGA") and the Tax Act, the Fund and/or registered dealers are required to report certain information (including certain financial information) with respect to Unitholders who are U.S. tax residents and U.S. citizens (including U.S. citizens who are residents or citizens of Canada), and certain other "U.S. Persons" as defined under the IGA (excluding Units held in certain registered

plans and accounts, including TFSAs and RRSPs) to the CRA. The CRA will then provide this information to the U.S. Internal Revenue Service. The information to be reported includes, among others, the Unitholder's name, address, US and Canadian taxpayer identification numbers, date of birth where applicable, account number, the value of the Unitholder's Units, as well as the gross amount paid or credited to the Unitholder in the course of the year, including the aggregate amount of any redemption payments.

In addition, and to meet the objectives of the Organization for Economic Co-operation and Development Common Reporting Standard (the "CRS"), the Fund and/or registered dealers are required under the Tax Act to identify and report certain financial (including certain financial information) with respect to Unitholders in the Fund who are tax residents of a country other than Canada and the U.S. (excluding Units held in certain registered plans and accounts, including TFSAs and RRSPs) to the CRA. The CRA will then provide this information to the authorities of the relevant jurisdictions that have adopted the CRS. The information to be reported includes, among others, the Unitholder's name, address, jurisdiction of residence for tax purposes, foreign and Canadian taxpayer identification numbers, date of birth where applicable, account number, the value of the Unitholder's Units, as well as the gross amount paid or credited to the Unitholder in the course of the year, including the aggregate amount of any redemption payments.

#### **ITEM 7. COMPENSATION PAID TO SELLERS AND FINDERS**

Units are distributed exclusively by Harbourfront, as selling agent to the Fund.

The Manager pays part of the Management Fee (2.39%) charged to the Fund in respect of the Class A Units to Harbourfront, as selling agent, in the form of an ongoing service fee known as a "trailing commission". Service fees are calculated based on the aggregate value of the clients' investments in Class A Units of the Fund on each Valuation Day equal to 1/52 of 1% of the Net Asset Value of the Class A Units held by the clients on such Valuation Day.

The service fee is paid to Harbourfront for ongoing advice and service provided by Harbourfront to its clients who have invested in Class A Units of the Fund. This service fee is payable by the Fund for as long as Harbourfront clients' investments remain in the Fund.

No service fees are payable in respect of the Class F Units. Service fees may be modified or discontinued by the Manager at any time.

#### **ITEM 8. RISK FACTORS**

**An investment in the Fund involves significant risks. In addition to other information in this Offering Memorandum, the following risk factors should be given special consideration when evaluating an investment in any Units. The risk factors outlined below are not a definitive list of all risks associated with an investment in the Fund.**

##### ***General Investment Risk***

Investing in the Fund is only suitable for investors who understand and are capable of bearing the risks of their investment. An investment in the Fund is not intended and should not be used as an entire investment program. All investments in securities made by the Fund risk the loss of invested capital. Therefore, there is a risk that an investment in the Fund could be lost entirely or in part. While the Manager believes that the Fund's investment policies will be successful over the long term, there is no assurance that the Fund will achieve its investment objectives. There is no guarantee that an investment in Units of the Fund will earn any positive return in the short or long term and investors must be able to bear the risk of a complete loss of their investment. The Fund is not subject to normal mutual fund regulations and disclosure requirements for publicly offered mutual funds which limit such mutual funds' ability to use leverage, concentrate investments and use derivatives, but is instead subject to the investment restrictions set out herein.

***No Market for Units***

There is currently no market for the Units and it is not anticipated that any market will develop. Furthermore, the Units are subject to transfer and resale restrictions. Purchasers should be prepared to hold these securities indefinitely and cannot expect to be able to liquidate their investment in the case of an emergency. Accordingly, an investment in Units is suitable solely for persons able to make and bear the economic risk of a long-term investment.

***Liquidity***

An investment in the Fund provides limited liquidity. The Units are subject to indefinite resale restrictions under applicable securities laws. The redemption of Units is subject to certain risks and fees and in certain circumstances the right to redeem Units may be suspended. See Item 5.1 “*Terms of Securities – Redemption Procedure*”.

***Business Risk***

While the Manager believes that the Fund’s investment policies will be successful over the long term, there can be no guarantee against losses resulting from an investment in the Units and there can be no assurance that the Fund’s investment approach will be successful or that its investment objectives will be attained. No assurance can be given that the Fund’s investment portfolio will generate any income or will appreciate in value. The Fund could realize substantial losses, rather than gains, from some or all of the investments described herein.

***Public Health Crises***

Business, operations and the financial condition of the Manager and of the issuers of securities that the Fund invests in could be materially adversely affected by the outbreak of epidemics, pandemics or other health crises, such as the outbreak of the novel coronavirus COVID-19 that was first reported from Wuhan, China in December, 2019 and designated as a pandemic by the World Health Organization on March 11, 2020. The international response to the spread of COVID-19 has led to significant restrictions on travel, temporary business closures, quarantines, global stock market volatility and a general reduction in consumer activity. Such public health crises can result in operating, supply chain and project development delays and disruptions, global stock market and financial market volatility, declining trade and market sentiment, reduced movement of people and labour shortages, and travel and shipping disruption and shutdowns. Government regulation and prevention measures, or a fear of any of the foregoing could affect commodity prices, interest rates, credit ratings, credit risk and inflation.

The Manager or issuers of securities in which the Fund invests may experience business interruptions including suspended or reduced operations, expenses and delays relating to COVID-19 and other such events outside of their control which could have a material adverse impact on business, operating results and financial condition of the Fund. As at the date of this Offering Memorandum, the duration of the business disruptions internationally and related financial impact of COVID-19 cannot be reasonably estimated. It is unknown whether and how the Manager, the issuers of securities in which the Fund invests, and the Fund may be affected if such an epidemic persists for an extended period of time.

***No Assurance of Return***

Although the Manager will use its best efforts to achieve superior rates of return for the Fund, no assurance can be given in this regard. An investment in Units should be considered as speculative and investors must be able to bear the risk of a complete loss of their investment.

***Investment Eligibility***

The Fund intends to qualify as a “mutual fund trust” under the Tax Act at all relevant times. If the Fund does not meet the requisite conditions or otherwise does not qualify or ceases to qualify as a “mutual fund trust” under the Tax Act, adverse consequences may arise including that: (i) the Fund may become liable to pay certain additional

tax liabilities (with the result that the amount of cash available for distribution by the non-qualifying trust would be reduced and Unitholders may otherwise be adversely affected), and (ii) the Units will not be qualified investments for RRSPs, RRIFs, RESPs, RDSPs, TFSAs and DPSPs with the result that adverse tax consequences will generally arise to the Registered Plan and the annuitant, beneficiary or holder of the plan, including, depending on the circumstances, that the Registered Plan and the annuitant, beneficiary or holder may become subject to additional taxes and penalties, that the annuitant, beneficiary or holder of the Registered Plan may be deemed to have received income therefrom, and that the Registered Plan may have its tax status revoked.

### ***Net Asset Value***

The Net Asset Value of each Class of Units that comprise the Fund will fluctuate with changes in the market value of the investments attributable to that Class. Such changes in market value may occur as a result of various factors such as changes in interest rates, economic conditions, and market and company news. Therefore, when you redeem your Units in the Fund, you may receive less than the full amount you originally invested. The full amount of an investment in the Fund is not guaranteed. Unlike bank accounts or guaranteed investment certificates (GICs), mutual fund units are not covered by the Canada Deposit Insurance Corporation or any other government deposit insurer.

### ***Potential Lack of Diversification***

The Fund does not have any specific limits on holdings in securities of issuers in any one asset class, country, sector or industry. Unlike many mutual funds which are required by applicable securities laws to diversify portfolio holdings so that no more than a fixed percentage of their assets is invested in any one industry or group of industries, the Fund has adopted only limited guidelines for diversification. Although the Fund's portfolio will generally be diversified, this may not be the case at all times if the Manager deems it advantageous for the Fund to be less diversified. Accordingly, the investment portfolio of the Fund may be subject to more rapid change in value than would be the case if the Fund were required to maintain a wide diversification among companies, industries, regions, types of securities and other asset classes.

### ***Portfolio Turnover***

The operation of the Fund may result in a high annual portfolio turnover rate. The Fund has not placed any limit on the rate of portfolio turnover and portfolio securities may be sold without regard to the time they have been held when, in the opinion of the Manager, investment considerations warrant such action. A high rate of portfolio turnover involves correspondingly greater expenses than a lower rate (e.g., greater transaction costs such as brokerage fees).

### ***Not a Public Mutual Fund***

The Fund is not a reporting issuer mutual fund for securities laws purposes and is therefore not subject to the restrictions placed on public mutual funds to ensure diversification and liquidity of the Fund's portfolio, as well as a more stringent level of public disclosure of performance. As a result, some of the protections provided to investors in reporting issuer mutual funds under such laws are not available to Unitholders.

### ***Foreign Currency Exposure***

It is expected that a significant proportion of the securities held by the Fund will be valued in currencies other than the Canadian dollar and that the value of these positions when translated to Canadian dollars may be affected by fluctuation in the value of such currencies relative to the Canadian dollar. The Manager may hedge the Canadian dollar exposure to the foreign currency in whole or in part, but there can be no assurances that the gains or losses on currency hedging transactions will be matched in timing or characterization with losses and gains on the foreign currency securities in which the Fund invests.

### ***Illiquid Securities***

A portion of the Fund's assets may from time to time be invested in securities and other financial instruments or

obligations for which no market exists and/or which are restricted as to their transferability under local government securities laws or practices. The sale of any such investment may be subject to delays and additional costs and may be possible only at substantial discounts.

### ***Use of Derivatives***

The Fund may invest in or use derivative instruments, including forward contracts, futures contracts, swaps and options for hedging or non-hedging purposes. Derivatives generally involve certain risks, which may include the following: (a) the derivative hedging strategy used to reduce risk may not be effective; (b) the market value of the investment being hedged and the derivative instrument being used may not be perfectly correlated; (c) there is no guarantee a market will exist when the Fund wants to buy or sell one of the derivative contracts; and (d) the other party to the contract may not be able to meet its financial obligations.

### ***Fund of Fund Risk***

The Fund may invest all or a portion of its assets in underlying funds. The proportion of underlying funds held by the Fund will be selected and varied by the Manager, in its sole discretion, in the interest of achieving the investment objectives of the Fund. Underlying funds typically bear their own fees and expenses. To the extent that the Fund invests in underlying funds, it has the same risks as its underlying funds.

### ***Counterparty Risk***

The Fund may enter into customized financial instrument transactions for the purpose of executing its foreign currency hedges that are subject to the risk of credit failure or the inability of, or refusal by, the counterparty to perform its obligations with respect to the hedges, potentially exposing the Fund to significant losses.

### ***Incentive Fee to the Manager***

The Manager is eligible to receive a fee if, during a given time period, the performance of the Fund exceeds the performance of a specified benchmark. This may theoretically create an incentive for the Manager, in the pursuit of superior performance, to make investments that are abnormally risky or generally more speculative than otherwise would be the case if no such fee existed.

### ***Limited Resources of Manager***

The Manager has no obligation to fund any operating deficits resulting from the business of the Fund or to advance funds to continue the business operations of the Fund. Even if the Manager should elect to do so voluntarily or be held individually accountable by Fund creditors, there is no assurance that the available assets will be adequate to satisfy the capital needs of continuing business operations. If Fund revenues are insufficient to pay Fund expenses after expending the funds obtained from this offering and if the Manager does not advance such additional funds as may be needed by the Fund, the Fund may not be able to continue its business operations in the absence of an alternative source of financing, and there can be no assurance that such financing will be available to the Fund.

### ***Losses and Effects of Substantial Redemptions***

The Fund may at any time incur losses, resulting in substantial redemptions by Unitholders. Substantial redemptions may require the Fund to liquidate positions more rapidly than otherwise desirable to raise the necessary cash to fund redemptions and achieve market positions appropriately reflecting a smaller asset base. There is a risk that if the Fund's assets become depleted, the Fund's portfolio could become sufficiently restricted to make it difficult to achieve the Fund's investment objectives. Such factors could adversely affect the value of the Units redeemed and of the Units remaining outstanding.

### ***Reliance on Management***

The success of the Fund is entirely dependent upon the efforts of the Manager and, in particular, the efforts,

knowledge and expertise of the Fund's portfolio managers, who have substantial discretionary authority for investment advisory and portfolio management decisions. There is no certainty that the portfolio managers will remain so in the foreseeable future. Unitholders have no right or power to take part in the management of the Fund. Accordingly, no one should invest in Units of the Fund unless they are willing to entrust all aspects of the management and all investment decisions of the Fund to the Manager and the portfolio managers.

***Legal, Tax and Regulatory Risks***

Legal, tax and regulatory changes to laws or administrative practice could occur during the term of the Fund which may adversely affect the Fund. For example, the regulatory or tax environment for derivative instruments is evolving, and changes in the regulation or taxation of derivative instruments may adversely affect the value of derivative instruments held by the Fund and the ability of the Fund to pursue its investment strategies. Interpretation of the law or administrative practice may affect the characterization of the Fund's earnings as capital gains or income which may increase the level of tax borne by investors as a result of increased taxable distributions from the Fund. There can be no assurance that the Canadian federal income tax laws and administrative policies and assessing practices of the Canada Revenue Agency respecting the treatment of trusts, including mutual fund trusts, will not be changed in a manner that adversely affects the Unitholders. If the Fund ceases to qualify as a mutual fund trust under the Tax Act, the income tax considerations described under Item 6 "*Income Tax Consequences and RRSP Eligibility*" would be materially and adversely different in certain respects.

***Relationship Between the Fund, the Manager and Affiliates of the Manager and Potential Conflicts of Interest***

This fund is available to Harbourfront clients exclusively. Harbourfront, an IIROC registered broker/dealer and a portfolio adviser, is an affiliate of the Manager.

The Fund may be subject to various conflicts of interest.

Investors may purchase Units of the Fund only through Harbourfront. Class F Units may only be purchased in Harbourfront Fee Based and/or Managed Accounts. Purchasers of Class F Units are required to pay fees to Harbourfront in respect of holdings of Class F Units and such fees may reduce the amount invested in the Units.

Harbourfront is engaged in a wide variety of management, advisory and other investment dealer business activities. Harbourfront's investment decisions for the Fund will be made independently of those made for the other clients of Harbourfront and independently of its own investments. However, on occasion, Harbourfront may make the same investment for the Fund and one or more of its other clients. Where the Fund and one or more of the other clients of Harbourfront are engaged in the purchase or sale of the same security, the transaction will be effected on an equitable basis. Harbourfront will allocate opportunities to make and dispose of investments equitably among clients with similar investment objectives having regard to whether the security is currently held in any of the relevant investment portfolios, the relative size and rate of growth of the Fund and the other funds under common management and such other factors as Harbourfront considers relevant in the circumstances.

Certain of the directors and officers of the Manager are also a director and officer of Harbourfront. Although the Manager will have various obligations to the Fund, situations may arise where the interests of the directors, officers, employees and shareholders of the Manager (being the promoter of the Fund) could conflict with the interests of the Fund.

The Manager as well as employees, directors and officers of the Manager may invest their own money in the Fund and may, from time to time, have substantial holdings in the Fund.

The Fund pays the Manager the Management Fee and a Performance Fee (ultimately borne by the holders of the different Classes of Units as discussed elsewhere in this Offering Memorandum).

### ***Broad Authority of the Manager***

The Trust Agreement gives the Manager broad discretion over the conduct of the Fund's business, selection of the securities in which the Fund invests and over the types of transactions in which the Fund engages.

### ***Involvement in Other and Competing Activities***

The Manager, Harbourfront, their respective officers, directors, employees, or shareholders and their respective affiliates and associates are not limited or affected in their ability to carry on other business ventures for their own account, or for the account of others, and may be engaged in the development of, investment in, or management of businesses that may compete with the business of the Fund. Investment in the Fund will not carry with it the right of the Fund or of any Unitholder to invest in any other venture of the Manager or its affiliates or associates or to any profit therefrom or to any interest therein. The Manager may have a conflict of interest in carrying out its obligations to the Fund as a result of its involvement in competing activities.

### ***Competition for Services***

The Fund will not have an independent review committee or any other form of independent management oversight and will rely exclusively upon the Manager to manage the business of the Fund and to provide investment managerial skill. The directors, officers, employees and shareholders of the Manager may have a conflict of interest in allocating their time among the business of the Manager, Harbourfront and the Fund, and other businesses or projects in which they may become involved. The directors and officers of the Manager have, however, agreed to devote as much time to the Fund as is required for the effective management of the Fund.

### ***Liability of Unitholders***

The Trust Agreement provides that no Unitholder will be subject to any liability whatsoever, in tort, contract or otherwise, to any person in connection with the investment obligations, affairs or assets of the Fund and all such persons shall look solely to the Fund's assets for satisfaction of claims of any nature arising out of or in connection therewith. There is a risk, which is considered by the Manager to be remote in the circumstances, that a Unitholder could be held personally liable, notwithstanding the foregoing statement in the Trust Agreement, for obligations of the Fund to the extent that claims are not satisfied out of the assets of the Fund. It is intended that the operations of the Fund will be conducted in such manner so as to minimize such risk. In the event that a Unitholder should be required to satisfy any obligation of the Fund, such Unitholder will be entitled to reimbursement from any available assets of the Fund.

### ***Lack of Separate Counsel***

Counsel for the Fund in connection with this offering is also counsel to the Manager. The Unitholders, as a group, have not been represented by separate counsel and counsel for the Fund and the Manager does not purport to have acted for the Unitholders or to have conducted any investigation or review on their behalf.

### ***Cyber Security***

The information and technology systems of the Manager and the Administrator may be vulnerable to damage or interruption from computer viruses, network failures, computer and telecommunication failures, infiltration by unauthorized persons and security breaches, usage errors by their respective professionals, power outages and catastrophic events such as fires, tornadoes, floods, hurricanes and earthquakes. Although the Manager has implemented, and the Administrator may maintain, various measures to manage risks relating to these types of events, if these systems are compromised, become inoperable for extended periods of time or cease to function properly, the Manager and/or the Administrator may have to make a significant investment to fix or replace them. The failure of these systems and/or of disaster recovery plans for any reason could cause significant interruptions in the Manager's, the Fund's and the Administrator's operations and result in a failure to maintain the security, confidentiality or privacy of sensitive data, including personal information relating to investors (and the beneficial owners of investors). Such a failure could harm the Manager's and/or the Administrator's reputation, subject any

such entity and their respective affiliates to legal claims and otherwise affect their business and financial performance.

### **Risks Associated with the Fund's Underlying Investments**

The following risk factors, associated with the Fund's underlying investments, will indirectly impact Unitholders in the Fund.

#### ***General Economic and Market Conditions***

The success of the Fund's activities may be affected by general economic and market conditions, such as interest rates, availability of credit, inflation rates, economic uncertainty, changes in laws, and national and international political circumstances. These factors may affect the level and volatility of securities prices and the liquidity of the Fund's investments. Unexpected volatility or illiquidity could impair the Fund's profitability or result in losses.

#### ***Foreign Investment Risk***

To the extent that the Fund invests in securities of foreign issuers, it will be affected by world economic factors and, in many cases, by the value of the Canadian dollar as measured against foreign currencies. Obtaining complete information about potential investments from foreign markets may also be of greater difficulty. Foreign issuers may not follow certain standards that are applicable in North America, such as accounting, auditing, financial reporting and other disclosure requirements. Political climates may differ, affecting stability and volatility in foreign markets.

As a result, the Net Asset Value of the Fund may fluctuate to a greater degree by investing in foreign equities than if the Fund limited its investments to Canadian securities.

## **ITEM 9. REPORTING OBLIGATIONS**

As a Unitholder of the Fund you are entitled to receive copies of the Fund's audited financial statements. Except as may be otherwise required by applicable securities laws, the Fund will, upon request by a Unitholder, make audited financial statements for the year ended December 31, available within 120 days after the last day of each fiscal year of the Fund.

The Fund is not a reporting issuer in any of the provinces or territories of Canada and does not intend on becoming a reporting issuer in any province or territory in Canada.

## **ITEM 10. RESALE RESTRICTIONS**

These securities are subject to a number of resale restrictions, including a restriction on trading. Until the restriction on trading expires, you will not be able to trade these securities unless you comply with an exemption from the prospectus and registration requirements under securities legislation.

Unless permitted under securities legislation, you cannot trade the securities before the date that is 4 months and a day after the date the Fund becomes a reporting issuer in any Canadian province or territory.

## **ITEM 11. PURCHASERS' RIGHTS**

If you purchase these securities you will have certain rights, some of which are described below. For information about your rights you should consult your lawyer.

**Two Day Cancellation Right** - You can cancel your agreement to purchase these securities. To do so, you must send a notice to us by midnight on the 2nd Business Day after you sign the agreement to buy the securities.

**Statutory Rights of Action in the Event of a Misrepresentation**

If there is a misrepresentation in this Offering Memorandum, you may have a statutory right to sue:

- A. the Fund to cancel your agreement to buy the Units; or
- B. for damages against the Fund and every person who signed this Offering Memorandum.

This statutory right to sue is available to you whether or not you relied on the misrepresentation. However, in an action for damages, the amount you may recover will not exceed the price that you paid for your securities and will not include any part of the damages that the Fund proves does not represent the depreciation in value of the securities resulting from the misrepresentation. There are various defenses available to the persons or companies that you have a right to sue. In particular, they have a defense if they prove that you knew of the misrepresentation when you purchased the securities. Additionally, if you elect to exercise a right of rescission against the Fund, you will have no right of action for damages against persons described in B above.

If you intend to rely on the rights described in A or B above, you must do so within strict time limitations. You must commence your action to cancel the Subscription Agreement within 180 days after you signed the agreement to purchase the Units. You must commence your action for damages within the earlier of 180 days after learning of the misrepresentation or 3 years after you signed the agreement to purchase the Units.

**ITEM 12. FINANCIAL STATEMENTS**

**AUDITED FINANCIAL STATEMENTS OF  
HUDSON TOTAL MANDATE PORTFOLIO FUND  
AS AT DECEMBER 31, 2019**

(See attached)

Financial Statements of

**HUDSON TOTAL MANDATE  
PORTFOLIO FUND**

And Independent Auditors' Report thereon

Year ended December 31, 2019



KPMG LLP  
PO Box 10426 777 Dunsmuir Street  
Vancouver BC V7Y 1K3  
Canada  
Telephone (604) 691-3000  
Fax (604) 691-3031

## INDEPENDENT AUDITORS' REPORT

To the unitholders of Hudson Total Mandate Portfolio Fund

### **Opinion**

We have audited the financial statements of Hudson Total Mandate Portfolio Fund (the "Fund"), which comprise:

- the statement of financial position as at December 31, 2019
- the statement of comprehensive income (loss) for the year then ended
- the statement of changes in net assets attributable to holders of redeemable units for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Fund as at December 31, 2019, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS).

### **Basis for Opinion**

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "**Auditors' Responsibilities for the Audit of the Financial Statements**" section of our auditors' report.

We are independent of the Fund in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



### ***Responsibilities of the Manager and Those Charged with Governance for the Financial Statements***

The Fund's Manager is responsible for the preparation and fair presentation of the financial statements in accordance with IFRS, and for such internal control as the Manager determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Manager is responsible for assessing the Fund's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the Manager either intends to liquidate the Fund or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Fund's financial reporting process.

### ***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit.

We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Fund's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Manager.



- Conclude on the appropriateness of the Manager's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Fund's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Fund to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

*KPMG LLP*

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Chartered Professional Accountants

Vancouver, Canada  
April 30, 2020

# HUDSON TOTAL MANDATE PORTFOLIO FUND

## Statement of Financial Position

December 31, 2019, with comparative information for 2018

	Notes	2019	2018
<b>Assets</b>			
Cash		\$ 393,247	\$ 231,674
Subscription receivable		113,000	20,000
Interest and dividends receivable		21,887	22,135
Investments		55,709,651	43,419,311
		<u>56,237,785</u>	<u>43,693,120</u>
<b>Liabilities</b>			
Redemptions payable		276,375	113,219
Distributions payable		135,312	212,076
Management fees payable	4	179,239	122,284
Performance fees payable	4	469,870	-
Accounts payable and accrued liabilities		32,474	46,406
		<u>1,093,270</u>	<u>493,985</u>
<b>Net assets</b> attributable to holders of redeemable units			
		\$ 55,144,515	\$ 43,199,135
Net assets attributable to holders of redeemable units per class:			
Class A		\$ 472,925	\$ 519,302
Class F		54,671,590	42,679,833
		<u>\$ 55,144,515</u>	<u>\$ 43,199,135</u>
Number of redeemable units outstanding:			
Class A	5	43,569	53,185
Class F		4,802,781	4,198,637
Net assets attributable to holders of redeemable units per unit per class:			
Class A		\$ 10.85	\$ 9.76
Class F		11.38	10.17
<b>Subsequent events</b>			
	12		

The accompanying notes are an integral part of these financial statements.

Approved on behalf of the Board of Directors of  
Willoughby Asset Management Inc., in its capacity as Manager:

(signed) "Lynn Stibbard" Director

# HUDSON TOTAL MANDATE PORTFOLIO FUND

## Statement of Comprehensive Income (Loss)

Year ended December 31, 2019, with comparative information for 2018

	Notes	2019	2018
Income:			
Interest income		\$ 715,041	\$ 446,898
Dividend income		325,453	262,248
Other income		3,749	6,710
Foreign exchange gain (loss)		(8,433)	3,227
Management fee rebates from underlying funds		-	506
Net realized gain (loss) on sale of investments		(464,715)	353,853
Net change in unrealized appreciation (depreciation)		7,200,318	(1,730,119)
		7,771,413	(656,677)
Expenses:			
Performance fees	4	745,722	440,173
Management fees	4	602,905	515,790
Operating costs		224,208	212,536
Withholding tax	6	30,106	24,760
Audit fees		17,327	19,873
Legal fees		4,773	3,437
Commissions and other portfolio transaction costs		1,361	5,019
Custodian fees		-	15,183
		1,626,402	1,236,771
Increase (decrease) in net assets attributable to holders of redeemable units			
		\$ 6,145,011	\$ (1,893,448)
Increase (decrease) in net assets attributable to redeemable units per class:			
Class A		\$ 60,655	\$ (29,841)
Class F		6,084,356	(1,863,607)
Increase (decrease) in net assets attributable to holders of redeemable units			
		\$ 6,145,011	\$ (1,893,448)
Increase (decrease) in net assets attributable to holders of redeemable units per unit per class:			
Class A	7	\$ 1.16	\$ (0.55)
Class F		1.20	(0.43)

The accompanying notes are an integral part of these financial statements.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Statement of Changes in Net Assets Attributable to Holders of Redeemable Units

Year ended December 31, 2019

	Class A	Class F
Net assets attributable to holders of redeemable units, beginning of year	\$ 519,302	\$ 42,679,833
Increase in net assets attributable to holders of redeemable units	60,655	6,084,356
Distributions to unitholders of redeemable units:		
From net investment income	-	-
From net realized gain on investment	-	-
From return of capital	(4,149)	(434,109)
Redeemable unit transactions:		
Proceeds from redeemable units issued	165,000	18,096,207
Reinvestments of distributions to holders of redeemable units	1,638	7,109
Redemption of redeemable units	(269,521)	(11,761,806)
Net assets attributable to holders of redeemable units, end of year	\$ 472,925	\$ 54,671,590

Year ended December 31, 2018

	Class A	Class F
Net assets attributable to holders of redeemable units, beginning of year	\$ 583,493	\$ 45,811,707
Decrease in net assets attributable to holders of redeemable units	(29,841)	(1,863,607)
Distributions to unitholders of redeemable units:		
From net investment income	-	-
From net realized gain on investment	-	-
From return of capital	(8,335)	(711,090)
Redeemable unit transactions:		
Proceeds from redeemable units issued	1,500	12,106,427
Reinvestments of distributions to holders of redeemable units	1,121	19,240
Redemption of redeemable units	(28,636)	(12,682,844)
Net assets attributable to holders of redeemable units, end of year	\$ 519,302	\$ 42,679,833

The accompanying notes are an integral part of these financial statements.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

## Statement of Cash Flows

Year ended December 31, 2019, with comparative information for 2018

	2019	2018
Cash and cash equivalents provided by (used in):		
Operating activities:		
Increase (decrease) in net assets attributable to holders of redeemable units	\$ 6,145,011	\$ (1,893,448)
Adjustments for:		
Commissions and other portfolio transaction costs	1,361	5,019
Net realized loss (gain) on sale of investments	464,715	(353,853)
Net change in unrealized (appreciation) depreciation	(7,200,318)	1,730,119
Foreign exchange loss (gain)	8,433	(3,227)
Withholding tax expense	30,106	24,760
Dividend income	(325,453)	(262,248)
Interest income	(715,041)	(446,898)
Increase (decrease) in management fees payable	56,955	(2,887)
Increase (decrease) in accounts payable and accrued liabilities	(13,932)	1,379
Increase (decrease) in performance fee payable	469,870	(2,914)
	(1,078,293)	(1,204,198)
Interest received	715,042	454,318
Dividends received	325,701	254,773
Withholding tax paid	(30,106)	(24,760)
Proceeds from sale of investments	8,034,405	15,067,101
Purchase of investments	(13,590,504)	(13,765,287)
Cash (used in) from operating activities	(5,623,755)	781,947
Financing activities:		
Proceeds from issuances of redeemable units	18,034,800	12,087,927
Amount paid on redemption of redeemable units,	(11,734,764)	(12,609,886)
Cash distributions paid to unitholders of redeemable units	(506,275)	(486,988)
Cash from (used in) financing activities	5,793,761	(1,008,947)
Net increase (decrease) in cash during the year	170,006	(227,000)
Cash, beginning of year	231,674	455,447
Effect on exchange rate fluctuations on cash	(8,433)	3,227
Cash, end of year	\$ 393,247	\$ 231,674

The accompanying notes are an integral part of these financial statements.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Schedule of Investment Portfolio

December 31, 2019

Number of shares/units	Investments owned	Average cost	Fair value	% of net asset value
<b>Canadian equities:</b>				
32,400	American Hotel Income Properties REIT LP	\$ 261,555	\$ 228,096	0.41
44,300	iShares Core Canadian Universe Bond Index ETF	1,352,867	1,404,753	2.55
17,260	Suncor Energy Inc.	525,802	734,586	1.33
9,700	The Toronto-Dominion Bank	498,855	706,451	1.28
		2,639,079	3,073,886	5.57
<b>Canadian fixed income:</b>				
300,000	Exchange Income Corp. 5.25% 30JUN23	297,300	339,159	0.62
223,000	Husky Energy Inc. 3.60% 10MAR27	221,194	229,058	0.42
304,000	Inter Pipeline Ltd. 3.173% 24MAR25	297,041	307,935	0.56
250,000	TransAlta Corp. 5% 25NOV20	245,000	255,409	0.46
		1,060,535	1,131,561	2.05
<b>Canadian investment funds:</b>				
763,562	Dynamic Alpha Performance Fund	6,481,422	7,009,496	12.71
591,824	Mawer Global Equity Fund	13,944,198	20,204,861	36.64
156,658	Ninepoint Energy Fund	3,069,184	1,613,574	2.93
642,760	Ninepoint High Interest Savings Fund Series F	6,256,825	6,247,110	11.33
164,727	Phillips Hager & North High Yield Bond Fund	1,800,000	1,917,417	3.48
		31,551,629	36,992,458	67.08
<b>U.S. equities:</b>				
20,800	Baker Hughes Co.	673,197	692,209	1.26
28,000	Bank of America Corp.	854,243	1,280,479	2.32
3,100	Canadian Pacific Railway Ltd.	610,033	1,026,223	1.86
12,900	Enbridge Inc.	683,314	666,148	1.21
3,400	Honeywell International Inc.	574,747	781,407	1.42
7,090	Morgan Stanley	312,090	470,611	0.85
4,000	The Home Depot Inc.	763,064	1,134,222	2.06
7,700	The Walt Disney Co.	1,028,246	1,446,020	2.62
60,500	VanEck Vectors Gold Miners ETF	1,879,369	2,300,126	4.17
17,400	Vanguard Financials ETF	1,061,573	1,723,396	3.13
10,440	Vanguard Small-Cap ETF	1,512,493	2,245,386	4.07
5,700	Yum! Brands Inc.	754,253	745,519	1.35
		10,706,622	14,511,746	26.32
Total investments owned		45,957,865	55,709,651	101.02
Commissions and other transaction costs		(9,428)	-	-
Net investments owned		\$ 45,948,437	\$ 55,709,651	101.02
Other liabilities, net			\$ (565,136)	(1.02)
Net assets attributable to holders of redeemable units			\$ 55,144,515	100.00

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 1. Reporting entity:

Hudson Total Mandate Portfolio Fund (the “Fund”) is an open-ended investment trust which was created under the laws of the Province of British Columbia pursuant to a declaration of trust dated May 13, 2015 (the “Trust Agreement”). Willoughby Asset Management Inc., a company incorporated under the laws of British Columbia, is the manager of the Fund (the “Manager”). Harbourfront Wealth Management Inc. is the portfolio advisor (“Investment Advisor”) of the Fund. The Manager is responsible for approving and monitoring the Fund’s various service providers, including the Investment Advisor, in accordance with the terms of the Trust Agreement. The Manager has engaged the Investment Advisor to manage the Fund’s portfolio on a discretionary basis, as well as the distribution of the redeemable units of the Fund. The Fund’s place of business is 1800 – 1055 West Georgia St, PO Box 11118, Vancouver, B.C. V6E 3P3.

The investment objective of the Fund is to invest in securities in Canada, the United States and other foreign jurisdictions. The fundamental investment objective of the Fund is to create a complete asset allocation solution to gain above average risk adjusted returns. The Fund will be comprised exclusively of securities listed on North American stock exchanges and gain global exposure through the use of exchange traded funds (“ETFs”).

The success of the Fund depends on the continued services of the Manager and will be influenced by a number of risk factors associated with investments in equities, options, and other instruments, including derivative hedge risk, market liquidity, portfolio turnover, foreign currency exposure, foreign market exposure, and interest rate fluctuations.

## 2. Basis of preparation:

### (a) Statement of compliance:

These financial statements have been prepared in compliance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board.

The financial statements were authorized for issue by the Manager on April 30, 2020.

### (b) Basis of measurement:

These financial statements have been prepared on a historical cost basis, except for investments, which are measured at fair value.

### (c) Functional and presentation currency:

The Fund’s financial statements are presented in Canadian dollars, which is the Fund’s functional currency.

### (d) Use of estimates and judgment:

The preparation of financial statements in accordance with IFRS requires management to use accounting estimates. It also requires management to exercise its judgment in the process of applying the Fund’s accounting policies. Estimates are continually evaluated and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ from those estimates.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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### 3. Significant accounting policies:

The accounting policies set out below have been applied consistently for the full period presented in these financial statements.

(a) Financial instruments:

(i) Recognition and measurement:

Financial instruments are required to be classified into one of the following categories: amortized cost, fair value through other comprehensive income ("FVOCI") or fair value through profit or loss ("FVTPL"). All financial instruments are measured at fair value on initial recognition. Measurement in subsequent periods depends on the classification of the financial instrument. Transaction costs are included in the initial carrying amount of financial instruments except for financial instruments classified as FVTPL in which case transaction costs are expensed as incurred.

Financial assets and financial liabilities are recognized initially on the trade date, which is the date on which the Fund becomes a party to the contractual provisions of the instrument. The Fund derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

Financial assets and liabilities are offset and the net amount presented in the statement of net assets only when the Fund has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

A financial asset is measured at amortized cost if it meets both of the following conditions:

- it is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal interest on the principal amount outstanding.

A financial asset is measured at FVOCI if it meets both of the following conditions:

- it is held within a business model whose objective is to hold assets to collect contractual cash flows and selling financial assets; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal interest on the principal amount outstanding

All financial assets not classified as measured at amortized cost or FVOCI as described above are measured at FVTPL. On initial recognition the Fund may irrevocably elect to measure financial assets that otherwise meets the requirements to be measured at amortized cost or at FVOCI as at FVTPL when doing so results in more relevant information.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 3. Significant accounting policies (continued):

### (a) Financial instruments (continued):

#### (i) Recognition and measurement (continued):

Financial assets are not reclassified subsequent to their initial recognition, unless the Fund changes its business model for managing financial assets, in which case all affected financial assets are reclassified on the first day of the first reporting period following the change in the business model.

The Fund has not classified any of its financial assets as FVOCI.

A financial liability is generally measured at amortized cost, with exceptions that may allow for classification as FVTPL. These exceptions include financial liabilities that are mandatorily measured at fair value through profit or loss, such as derivatives liabilities. The Fund may also, at initial recognition, irrevocably designate a financial liability as measured at FVTPL when doing so results in more relevant information.

#### (ii) Fair value through profit and loss:

Financial instruments classified as FVTPL are subsequently measured at fair value at each reporting period with changes in fair value recognized in the statement of comprehensive income in the period in which they occur. The Fund's investments are classified as FVTPL.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of financial assets and liabilities traded in active markets (such as publicly traded derivatives and marketable securities) are based on quoted market prices at the close of trading on the reporting date. The Fund uses the last traded market price for both financial assets and financial liabilities where the last traded price falls within that day's bid-ask spread. In circumstances where the last traded price is not within the bid-ask spread, the Manager determines the point within the bid-ask spread that is most representative of fair value based on the specific facts and circumstances. The Fund's policy is to recognize transfers into and out of the fair value hierarchy levels as of the date of the event or change in circumstances giving rise to the transfer.

The fair value of financial assets and liabilities that are not traded in an active market, including non-publicly traded derivative instruments, is determined using valuation techniques. Valuation techniques also include the use of comparable recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, and others commonly used by market participants and which make the maximum use of observable inputs. Should the value of the financial asset or liability, in the opinion of the Manager, be inaccurate, unreliable or not readily available, the fair value is estimated on the basis of the most recently reported information of a similar financial asset or liability.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 3. Significant accounting policies (continued):

### (a) Financial instruments (continued):

#### (iii) Amortized cost:

Financial assets and liabilities classified as amortized cost are recognized initially at fair value plus any directly attributable transaction costs. Subsequent measurement is at amortized cost using the effective interest method, less any impairment losses. The Fund classifies cash, subscriptions receivable, interest and dividends receivable, redemptions payable, distribution payable, management fees payable, performance fees payable and accounts payable and accrued liabilities, as amortized cost.

The effective interest method is a method of calculating the amortized cost of a financial asset or liability and of allocating interest income or expense over the relevant period. The effective interest rate is the rate that discounts estimated future cash payments through the expected life of the financial asset or liability, or where appropriate, a shorter period.

### (b) Cost of investments:

The cost of investments represents the amount paid for each security and is determined on an average cost basis, excluding commissions and other portfolio transaction costs.

### (c) Redeemable units:

For each Fund unit sold, the Fund receives an amount equal to the net asset value per unit at the date of sale, which is included in net assets attributable to holders of redeemable units. Units are redeemable at the option of unitholders at their net asset value on the redemption date. For each unit redeemed, net assets attributable to holders of redeemable units are reduced by the net asset value of the unit at the date of redemption. The redeemable units, which are classified as financial liabilities, are measured at the current value of the Fund's net assets and are considered a residual amount of the net assets attributable to holders of redeemable units.

### (d) Net assets attributable to holders of redeemable units per unit:

The net assets attributable to holders of redeemable units per unit is calculated by dividing the net assets attributable to holders of redeemable units of a particular class of redeemable units by the total number of redeemable units of that particular class outstanding at the end of the year.

Change in net assets attributable to holders of redeemable units per unit is based on the change in net assets attributable to holders of redeemable units attributed to each class of redeemable units, divided by the weighted average number of redeemable units outstanding of that class during the year.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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### 3. Significant accounting policies (continued):

(e) Investment transactions and income:

Investment transactions are accounted for on the trade date. Interest income is accrued daily and dividend income is recognized on the ex-dividend date. Realized gains and losses from investment transactions are calculated on an average cost basis.

The Fund generally incurs withholding taxes imposed by certain countries on investment income and capital gains. Such income and gains are recorded on a gross basis and the related withholding taxes are shown as a separate expense in the statement of comprehensive income.

(f) Translation of foreign currency:

The functional and presentation currency of the Fund is the Canadian dollar. The fair value of foreign investments and other assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the exchange rates prevailing on each valuation day. Purchases and sales of foreign securities denominated in foreign currencies and the related income are translated into Canadian dollars at rates of exchange prevailing on the respective dates of such transactions.

(g) Commissions and other portfolio transaction costs:

Commissions and other portfolio transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of an investment, which include fees and commissions paid to agents, advisors, brokers and dealers, levies by regulatory agencies and securities exchanges, and transfer taxes and duties. Such costs are expensed and are included in commissions and other portfolio transaction costs in the statement of comprehensive income.

(h) Income taxes:

The Fund qualifies as a unit trust under the Income Tax Act (Canada). All of the Fund's net income for tax purposes and net capital gains realized in any period are required to be distributed to unitholders such that no income tax is payable by the Fund. As a result, the Fund does not record income taxes.

(i) New standards and interpretations not yet adopted:

A number of new standards, amendments to standards and interpretations are not yet effective for the periods ended December 31, 2019, and have not been applied in preparing these financial statements. None of these will have a significant effect on the financial statement of the Funds.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 4. Related party transactions:

### (a) Management fees:

The Fund pays the Manager management fees based on a percentage of the Net Asset Value of the Fund quarterly, in arrears, but the fee is calculated and accrues weekly as a percentage of the Net Asset Value of each applicable Class of Units that comprise the Fund on each Valuation Day, plus applicable taxes. The Manager can absorb expenses, at its sole option. During the year, fees of \$602,905 (2018 - \$515,790) was charged by the Manager, of which, \$179,239 (2018 - \$122,284) was included in management fees payable at year end. The management fees applicable to each class are as follows:

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Class A	2.39%
Class F	1.00%

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### (b) Performance fee:

The Manager is also eligible to receive a Performance Fee equal to 20% of the amount by which the current quarter-end Class Net Asset Value per Unit exceeds the prior all time quarter-end high Class Net Asset Value per Unit, after any adjustments for unit distributions. The current quarter-end Net Asset Value for a Class of Units must exceed that Class of Units' high-water mark, adjusted for any unit distributions, by 1.25% for the quarter. The highest historical quarter-end Net Asset Value for each Class of Units establishes the high-water mark for each Class of Units, which must be exceeded in subsequent quarters by not less than 1.25% for the Performance Fee to be payable. The Performance Fee will be payable by the Fund within 10 Business Days of the quarter end. During the year, fees of \$745,722 (2018 - \$440,173) was charged by the Manager, of which, \$469,870 (2018 - nil) was included in performance fees payable at year end.

## 5. Redeemable units of the Fund:

The Fund is authorized to issue an unlimited number of redeemable units, issuable in an unlimited number of classes, each of which represents an equal, undivided, beneficial interest in the Net Asset Value of the Fund. Each unit of each class entitles the holder to vote, with one vote for each whole unit held and to participate equally with respect to any and all distributions made by the Fund. Redeemable units of a class may be consolidated, subdivided and/or re-designated by the Manager.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

## 5. Redeemable units of the Fund (continued):

The redeemable unit activity during the years ended December 31, 2019 and 2018, is as follows:

	Redeemable units, beginning of year	Redeemable units issued	Reinvestments of redeemable units	Redemption of redeemable units	Redeemable units, end of year
<b>December 31, 2019</b>					
Class A	53,185	15,686	154	(25,456)	43,569
Class F	4,198,637	1,664,074	638	(1,060,568)	4,802,781
<b>December 31, 2018</b>					
Class A	55,671	143	108	(2,737)	53,185
Class F	4,249,803	1,128,057	1,778	(1,181,001)	4,198,637

Capital disclosure:

The capital of the Fund is represented by issued and redeemable units. The units are entitled to distributions, if any, and to payment of a proportionate share based on the Fund's Net Asset Value per unit upon redemption. The Fund has no internally or externally imposed restrictions on its capital. The Fund endeavours to invest the subscriptions received in appropriate investments while maintaining sufficient liquidity to meet redemptions, such liquidity being augmented by short-term borrowings or disposal of investments, where necessary.

## 6. Withholding tax expense:

Certain dividend and interest income received by the Fund is subject to withholding tax imposed in the country of origin. During the year, the average withholding tax rate was 15% (2018 - 15%).

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

## 7. Change in net assets attributable to holders of redeemable units per unit:

The change in net assets attributable to holders of redeemable units per unit for the year ended December 31, 2019 and 2018, is as follows:

	Increase in net assets attributable to holders of redeemable units per class	Weighted average of redeemable units outstanding during the year	Increase in net assets attributable to holders of redeemable units per class
December 31, 2019			
Class A	60,655	52,195	1.16
Class F	6,084,356	5,081,155	1.20

	Decrease in net assets attributable to holders of redeemable units per class	Weighted average of redeemable units outstanding during the year	Decrease in net assets attributable to holders of redeemable units per class
December 31, 2018			
Class A	(29,841)	53,843	(0.55)
Class F	(1,863,607)	4,382,316	(0.43)

## 8. Collateral arrangements:

The Fund has a prime brokerage agreement with its broker to carry its accounts as a customer. The broker has custody of the Fund's securities and, from time to time, cash balances which may be due from the broker.

Financial instruments and/or cash positions serve as collateral for any amounts due to broker or as collateral for any securities sold, not yet purchased or securities purchased on margin. The securities and/or cash positions also serve as collateral for potential defaults of the Fund.

The Fund is subject to credit risk if the broker is unable to repay balances due or deliver securities in their custody.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

## 9. Financial risk management:

Management of financial instrument risks:

In the normal course of business, the Fund is exposed to a variety of financial risks: credit risk, liquidity risk and market risk (including interest rate risk, currency risk and other price risk). The value of investments within the Fund's portfolio can fluctuate on a daily basis as a result of changes in interest rates, economic conditions, the market and company news related to specific securities within the Fund. The level of risk depends on the Fund's investment objective and the type of securities it invests in.

### (a) Credit risk:

Credit risk is the risk that the counterparty to a financial instrument will fail to discharge an obligation or commitment that it has entered into with the Fund. It arises primarily from debt securities held, cash and other receivables due to the Fund.

All transactions executed by the Fund in listed securities are settled/paid for upon delivery using approved brokers. The risk of default is considered minimal, as delivery of securities sold is only made once the broker has received payment. The maximum credit exposure of the Fund is the carrying amount of the assets disclosed on the statements of financial position. Payment is made on a purchase once the securities have been received by the broker. The trade will fail if either party fails to meet its obligation. All counterparties are creditworthy.

Where the Fund invests in debt instruments, this represents the main exposure to credit risk. The fair value of debt instruments includes consideration of the credit worthiness of the issuer and, accordingly, represents the maximum credit risk exposure of the Fund.

At December 31, 2019 and 2018, the Fund was invested in debt securities with the following credit quality, as determined by DBRS's credit rating:

	2019	2018
Rating:		
A (low)	\$ 229,058	\$ 215,398
BBB	307,935	293,266
BBB (low)	255,409	258,216
Convertible / not rated	339,159	303,150
	<u>\$ 1,131,561</u>	<u>\$ 1,070,030</u>

### (b) Liquidity risk:

Liquidity risk is defined as the risk that the Fund may not be able to settle or meet its obligations on time or at a reasonable price.

The Fund's exposure to liquidity risk is concentrated in the periodic cash redemptions of units. The Fund primarily invests in securities that are traded in active markets and can be readily disposed of. In addition, the Fund generally retains sufficient cash and cash equivalent positions to maintain liquidity. All financial liabilities of the Fund are due within three months of the Fund's year end.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 9. Financial risk management (continued):

### (c) Market risk:

Market risk is the risk that changes in market prices, such as interest rates, foreign exchange rates and equity prices, will affect the Fund's income or the fair value of their holdings of financial instruments.

#### (i) Interest rate risk:

Interest rate risk arises when the Fund invests in interest-bearing financial instruments. The Fund is exposed to the risk that the value of such financial instruments will fluctuate due to changes in the prevailing levels of market interest rates. The Manager manages interest rate risk through careful selection of securities and diversification of the Fund. There is minimal sensitivity to interest rate fluctuations on any cash and cash equivalents invested at short-term market interest rates.

Investments in bonds are fixed-rate instruments with terms to maturity at December 31, 2019 and 2018 as follows:

	2019	2018
0 - 5 years	\$ 594,568	\$ 561,366
Greater than 5 years	536,993	508,664
	<u>\$ 1,131,561</u>	<u>\$ 1,070,030</u>

If the prevailing interest rates had increased or decreased by 1%, assuming a parallel shift in the yield curve and with all other factors remaining constant, net assets could have increased or decreased by approximately \$43,822 as at December 31, 2019 (2018 - \$49,016). In practice, the actual results may differ from the sensitivity analysis and the difference could be material.

#### (ii) Currency risk:

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates.

Currency risk arises from financial instruments (including cash) that are denominated in a currency other than the Canadian dollar, which represents the functional currency of the Fund.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

## 9. Financial risk management (continued):

(c) Market risk (continued):

(ii) Currency risk (continued):

Currency risk is managed by the Manager on a daily basis through a careful selection of securities and diversification within the Fund, in accordance with policies and investment mandates in place. The Fund may have up to 100% of its capital invested in foreign currency denominated securities. The Manager monitors the Fund's overall market positions and positions are maintained within established ranges. Currency to which the Fund had exposure as at December 31, 2019 and 2018 is as follows:

Currency	2019	2018
United States dollar	\$ 14,726,347	\$ 11,668,385
Percentage of net assets attributable to holders of redeemable units	26.71%	27.01%

The amounts in the above tables are based on the fair value of the Fund's financial instruments (including cash). Other financial assets (including interest and dividends receivable) and financial liabilities that are denominated in foreign currencies do not expose the Fund to significant currency risk.

As at December 31, 2019, if the Canadian dollar had strengthened or weakened by 5% in relation to all currencies, with all other variables held constant, net assets attributable to holders of redeemable units would have increased or decreased, respectively, by approximately \$736,317 or 1.34% (2018 - \$583,419 or 1.35%). In practice, the actual trading results may differ from this sensitivity analysis and the difference could be material.

(iii) Other price risk:

Other price risk is the risk that the fair value or future cash flows of financial instruments will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk).

All investments represent a risk of loss of capital. The Manager aims to moderate this risk through careful selection and diversification of securities and other financial instruments in accordance with the Fund's investment objective and strategy. The Fund's overall market positions are monitored on a regular basis by the Manager. Financial instruments held by the Fund are susceptible to market price risk arising from uncertainties about future prices of the instruments.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 9. Financial risk management (continued):

(c) Market risk (continued):

(iii) Other price risk (continued):

As at December 31, 2019, 31.89% (2018 - 33.4%) of the Fund's net assets attributable to holders of redeemable units were invested in securities traded mainly on Canadian and/or U.S. stock exchanges. If security prices on the Canadian and/or U.S. stock exchanges had increased or decreased by 10% as at the year end, with all other factors remaining constant, net assets attributable to holders of redeemable units could possibly have increased or decreased by approximately \$1,758,563 (2018 - \$1,440,863). In practice, the actual results may differ from this sensitivity analysis and the difference could be significant.

## 10. Fair value of financial instruments:

(a) Fair value hierarchy:

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Fund has access at that date.

When available, the Fund measures the fair value of an instrument using the quoted price in an active market for that instrument. A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis. The Fund measures instruments quoted in an active market at last sale or close price, where the close price falls within the day's bid-ask spread. In circumstances where the close price is not within the day's bid-ask spread, the Manager determines the point within bid-ask spread that is most representative of fair value based on specific facts and circumstances.

If there is no quoted price in an active market, then the Fund uses valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs. The Fund uses a variety of methods and makes assumptions that are based on market conditions existing at each statement of financial position date. Valuation techniques used include the use of comparable recent arm's-length transactions, discounted cash flow analysis, option pricing models and other valuation techniques commonly used by market participants.

Investments measured at fair value are classified into one of three fair value hierarchy levels, based on the lowest level input that is significant to the fair value measurement in its entirety. The inputs or methodologies used for valuing securities are not necessarily an indication of the risk associated with investing in those securities.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

## 10. Fair value of financial instruments (continued):

### (a) Fair value hierarchy (continued):

The three fair value hierarchy levels are as follows:

Level 1 - quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 - inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and

Level 3 - inputs for the asset or liability that are not based on observable market data (unobservable inputs).

### (b) Fair value hierarchy - financial instruments measured at fair value:

The following tables summarize the levels within the fair value hierarchy in which the fair value measurements of the Fund's investments fall as of December 31, 2019, and 2018:

December 31, 2019	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Common stocks	\$ 17,585,632	\$ -	\$ -	\$ 17,585,632
Fixed income	339,159	792,402	-	1,131,561
Investment funds	29,982,962	7,009,496	-	36,992,458
	\$ 47,907,753	\$ 7,801,898	\$ -	\$ 55,709,651

December 31, 2018	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Common stocks	\$ 14,408,625	\$ -	\$ -	\$ 14,408,625
Fixed income	303,150	766,880	-	1,070,030
Investment funds	20,847,169	7,093,487	-	27,940,656
	\$ 35,558,944	\$ 7,860,367	\$ -	\$ 43,419,311

Fixed income investments classified as Level 2 in the hierarchy are priced based on broker quotations, which are based primarily on matrix pricing or quotations of similar instruments. Investment funds are priced based on the respective underlying net assets value of the respective fund. These investment funds classified as Level 2 in the hierarchy are valued based on their net asset values but do not have sufficient frequency of trading to constitute an active market.

The carrying amount of the Fund's net assets attributable to redeemable units also approximates fair value as they are measured at the redemption amount and are classified as Level 2 in the fair value hierarchy.

There were no transfers of financial assets between Level 1, Level 2 and Level 3 for the years ended December 31, 2019 and 2018.

# HUDSON TOTAL MANDATE PORTFOLIO FUND

Notes to Financial Statements

Year ended December 31, 2019

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## 10. Fair value of financial instruments (continued):

(c) Financial instruments not measured at fair value:

The carrying value of cash, subscriptions receivable, interest and dividends receivable, redemptions payable, distribution payable, management fees payable, performance fees payable and accounts payable and accrued liabilities approximates their fair value given their short-term nature. These financial instruments are classified as Level 2 in the fair value hierarchy because while prices are available, there is no active market for these instruments.

## 11. Income taxes:

Non-capital losses are available to be carried forward for 20 years and applied against future taxable income. Capital losses may be carried forward indefinitely and applied against future capital gains.

Non-capital tax losses in the amount of \$270,150 (2018 - \$241,189) will expire as follows:

	2019	2018
2038	\$ 241,189	\$ 241,189
2039	28,961	-
Total	\$ 270,150	\$ 241,189

As at December 31, 2019, the Fund had \$616,884 (2018 - \$2,845) in capital losses available for carrying forward.

## 12. Subsequent events:

The continued worldwide spread of COVID-19 and its impact on international business operations, supply chains, travel, commodity prices, consumer confidence and business forecasts has resulted in a decline in the global financial market. This is expected to have a material impact on all equity and fixed income portfolios during the first half of 2020, and potentially beyond. The Manager has been monitoring developments in equity and fixed income markets generally, and in connection with the Fund's portfolio in particular. While it is too early to predict the impact of COVID-19 related factors, during a time of increased uncertainty and volatility, it is expected that the performance of all portfolios will be affected in the near term.

**ITEM 13. DATE AND CERTIFICATE**

**This Offering Memorandum does not contain a misrepresentation.**

DATED April 30, 2020

**Hudson Total Mandate Portfolio Fund**

by its Manager and Promoter

**Willoughby Asset Management Inc.**

By: (signed) "Daniel Popescu"  
Daniel Popescu  
President, Chief Executive Officer and Director

By: (signed) "Lynn Stibbard"  
Lynn Stibbard  
Chief Financial Officer and Director

On behalf of the Board of Directors of the Manager of the Fund

By: (signed) "Daniel Popescu"  
Daniel Popescu  
President, Chief Executive Officer and Director

By: (signed) "Lynn Stibbard"  
Lynn Stibbard  
Chief Financial Officer and Director

By: (signed) "Mark Pinto"  
Mark Pinto, Director