# HEWARD INCOME FUND AS OF DECEMBER 31, 2023



### **FUND FACTS**

Inception Date: November 1, 2016

Fund Size (million \$): \$70.5

 Fund Class
 Fund Number
 NAV (\$)

 Class F
 MAJ652
 10.61

 Class O
 MAJ650
 12.32

 Class D
 MAJ653
 0.00

Portfolio Manager: Heward Investment Management Inc.

**Fund Manager: Majestic Asset Management** 

Distributions		
Q4 Income Distribution (Class O)	0.11	
YTD Income Distribution (Class O)	0.38	
Annual Capital Gains Distribution	0.00	

# **PERFORMANCE - Compounded Annual Returns %**

	1 mth.	3 mths.	6 mths.	YTD	1 year	2 years	3 years	5 years	10 years	Since Inception
HEWARD INCOME FUND	1.70	4.59	4.31	6.41	6.41	0.60	1.60	3.21		2.93
FixedIncomeBenchmark*	3.13	7.56	3.94	6.52	6.52	-2.30	-2.29	1.37		1.15

<sup>\*10%</sup> FTSE TMX Canada 91 Day TBill Index, 90% FTSE-TMX Canada Universe Bond Index

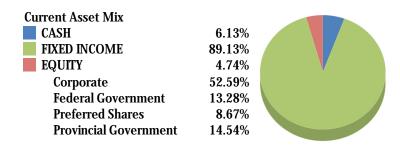
Returns are presented net of management and advisory fees.

Past Performance is not indicative of future returns. See "Important Information" for details.

### **OBJECTIVES AND STRATEGY**

The Heward Income Fund seeks to generate long term capital appreciation and investment income to provide an attractive total investment return. The fund invests in a diversified basket of debt securities, preferred shares, income trusts, real estate investment trusts, hybrid products and common shares.

# WHAT DOES THE FUND INVEST IN?



TOP TEN HOLDINGS					
HOLDING NAME	% OF PORTFOLIO				
CANADA GOVT 2.000 JUN 01 28	8.67				
PROVINCE OF QUEBEC 2.75 SEP 01 25	6.30				
PROV BRITISH COLUMBIA 3.20 JUN 18 32	5.47				
CANADA GOVT 1.000 JUN 01 27	4.61				
QUEBEC PROV 2.500 SEP 01 26	2.77				
TORONTO-DOMINION BANK 4.68 JAN 08	29 2.64				
CENTRAL 1 CR UN 1.323 JAN 29 26	2.64				
BELL CANADA 2.700 FEB 27 24	2.49				
DOLLARAMA INC 1.505 SEP 20 27	2.20				
INTER PIPELINE LTD 2.734 APR 18 24	2.12				

The current asset mix, sector allocation and top ten holdings represent a snapshot of the Fund's investments as of the date of this fact sheet. The Fund's investments may change over time.

### WHO SHOULD INVEST IN THIS FUND?

The Fund caters to risk-averse investors who seek a stream of income through exposure to fixed income securities.

### HOW THE FUND PERFORMED

After reaching multi year highs in interest rate levels in early October, monetary winds turned dramatically. Diminishing growth numbers and gradually improving inflation numbers, changed the rhetoric from Central Banks globally. From higher for longer, the discussion changed to, not whether interest rates would come down, but to how soon and how much. This development caused a huge U-Turn in the bond markets, resulting in one of the best quarterly returns on record. The benchmark rose 7.6% for the quarter, while the year-todate return amounted to 6.5%. As our fixed Income strategy had been quite prudent over the last years, focussing on shorter duration bonds, which helped the performance during the period of rising interest rates, that lack of duration haunted us a bit during the quarter under review. Our fixed income return was 4.6% for the quarter and 6.4% year-to-date. All segments of the portfolio contributed to the positive performance.

Although a surprise is always possible, we think the market has already priced in most of the expected reductions in short term rates that may be ahead of us. We therefore expect that bond interest rates may have seen most of the decline already. For that reason, we think it is prudent to stick to our strategy of focussing on short and mid term bonds, preferred shares and some high dividend paying stocks.

# QUICK FACTS AND FUND CHARACTERISTICS

**CHARACTERISTCS:** 

- Fixed Income portfolio of primarily Canadian holdings
- 35-45 Holdings
- Low to moderate risk
- Steady income and moderate growth

**FUND TYPE: Fixed Income** 

REGISTERED ACCOUNT ELIGIBILITY: RRSP, RESP, RRIF, TFSA,

IPP, FHSA MINIMUM INVESTMENT: \$150,000 (or investors who meet criteria

of "accredited investor")

# LEAD MANAGER



Willem Hanskamp

Partner & Senior Portfolio Manager Willem Hanskamp started his career as an Analyst with the Amsterdam-Rotterdam Bank in 1972. Later, Mr. Hanskamp joined Credit Lyonnais Netherlands and Paribas Netherlands, where he specialized in global research and portfolio management. Willem moved to Canada and joined Heward in 1990. Today, Willem Hanskamp's areas of concentration are Canadian, overseas (EAFE) and fixed-income securities.

Co-managers: Renato Anzovino, CFA & Maurice Conti

**DISTRIBUTION FREQUENCY: Income: Quarterly** 

**Capital Gains: Annually** 

PROVINCES OF DISTRIBUTION: QC, ON, AB, NB, BC

FUND ADMINISTRATOR: SGGG Fund Services Inc.

**CUSTODIAN: National Bank Independent Network** 

**TRUSTEE: TSX Trust Company** 

**AUDITORS: Deloitte** 

# ABOUT THE PORTFOLIO MANAGER

**HEAD OFFICE: Montreal, Quebec** 

FOUNDED: In 1981 and remains independently owned by the principals of the firm, thus ensuring its continued independence

**STAFF: 17** 

PORTFOLIO MANAGERS: Stable and experienced investment management team of 6 with almost 200 years of combined experience

INVESTMENT STYLE: Growth at a Reasonable Price (GARP) with value basis

**INVESTMENT PROCESS: Top-down / Bottom-up** 

INVESTMENT OBJECTIVE: To provide long term capital growth

and preservation of capital

**ASSETS UNDER MANAGEMENT: Approximately \$680 million** 

# FOR MORE INFORMATION ABOUT THE FUND'S STRATEGY PLEASE CONTACT

HEWARD INVESTMENT MANAGEMENT INC. Telephone: (514) 985-5757 2115 rue de la Montagne, Toll Free: 1-800-567-5257 Montreal, QC H3G 1Z8 Fax: (514) 985-5755 www.heward.com Email: info@heward.com

### **DISCLAIMER**

Management fees and administrative expenses all may be associated with pooled fund investments. Please read the offering memorandum before investing. The indicated rates are the historical compound total returns including changes in unit value and reinvestment of all distributions and do not take into account sales, distribution or optional charges or income taxes payable by any security holder that would have reduced returns. Pooled funds are not guaranteed, their value changes frequently and past performance may not be repeated.

The S&P/TSX Total Return Index Benchmark has been used since the inception of the Heward Canadian Dividend Growth Fund on June 30, 2009. It reflects the Fund's investment policy of 100% equities. The Global Equity Benchmark has been used since the inception of the Heward Equity Fund on November 1st, 2016. It reflects the Fund's investment policy of 45% Canadian equity and 45% global equity, 10% cash (+/- 20%). The Income Benchmark has been used since the inception of the Heward Income Fund on November 1st, 2016. It reflects the Fund's investment policy of 90% fixed income, 10% cash (+/- 20%). The Global Leaders Benchmark has been used since the inception of the Heward Global Leaders Fund on April 19th, 2017. It reflects the Fund's investment policy of 80% global equities, 10% Canadian equities and 10% cash (+/- 20%).

The blended returns are calculated by Heward Investment Management Inc. using end of day index level values licensed from MSCI ("MSCI Data"). For the avoidance of doubt, MSCI is not the benchmark "administrator" for, or a "contributor", "submitter" or "supervised contributor" to, the blended returns, and the MSCI Data is not considered a "contribution" or "submission" in relation to the blended returns, as those terms may be defined in any rules, laws, regulations, legislation or international standards. MSCI Data is provided "AS IS" without warranty or liability and no copying or distribution is permitted. MSCI does not make any representation regarding the advisability of any investment or strategy and does not sponsor, promote, issue, sell or otherwise recommend or endorse any investment or strategy, including any financial products or strategies based on, tracking or otherwise utilizing any MSCI Data, models, analytics or other materials or information.

### IMPORTANT INFORMATION

This document is for informational purposes only and is not intended as a recommendation or an offer or solicitation for the purchase or sale of securities. The information contained herein is in summary form for convenience of presentation. It is not complete, and it should not be relied upon as such. The information set forth herein was gathered from various sources which Majestic Asset Management LLC and Heward Investment Management Inc. believe, but may not have been able to independently verify and do not guarantee, to be accurate. This document is provided to you on the understanding that, as an accredited investor, you will understand and accept its inherent limitations and you will not rely on it in making or recommending any investment decision. Any investment in a private fund, including the Heward Equity Fund, the Heward Income Fund, the Heward Canadian Dividend Fund and the Heward Global Leaders Fund (the "Funds", and each a "Fund"), is subject to various risks; such risks should be carefully considered by prospective investors before they make any investment decision. Please refer to the Funds' offering memorandum for more information of the risks related to an investment in a Fund. The information in this document should not be considered legal, tax, investment, financial, or any other professional advice and each prospective investor should obtain its own legal, tax, investment, financial, or any other professional advice before investing in a private fund. An investment in the Fund is not guaranteed, its value changes frequently, and past performance may not be repeated. Investment losses do and may occur, and investors could lose some or all of their investment in the Fund. Commissions, fees, and expenses may be associated with Fund investments. This document reflects general information about the Funds. There can be no assurance that any information included herein will not change or be adjusted to reflect the environment in which the Funds will operate. Historic performance is not indicative of future returns. Conclusions and opinions do not guarantee any future event or performance. Majestic Asset Management LLC, and Heward Investment Management Inc. are not liable for any errors or omissions in the information or for any loss or damage suffered. Investments in the Funds has not been and will not be recommended or approved by any Canadian or provincial securities commission or regulatory authority. The foregoing authorities have not passed upon the accuracy or determined the adequacy of this summary.

The information presented in this document is not intended for persons that are citizens of, domiciled or resident in, or entities registered in a country or jurisdiction in which its distribution, publication, provision or use would violate current laws and regulations. In Canada, the distribution of this document and any other document relating to the distribution or marketing of any investment in the Funds, is made and will be made only to accredited investors (as defined in National Instrument 45-106 – Prospectus Exemptions) or pursuant to another applicable prospectus exemptions. This document is not an offering memorandum, prospectus, advertisement, or public offering of any financial instrument. All information contained in this document regarding the Funds is qualified in its entirety by the information contained in the offering memorandum prepared in connection with the distribution of the Funds and the constituting documents establishing the Funds (the "Offering Documents"). Investment objectives, risks, charges, and expenses should be considered carefully. This and other important information can be found in, and is subject to the Offering Documents. Should any of the descriptions or terms in this document be inconsistent with the Offering Documents, the Offering Documents shall prevail.

By receiving a copy of this document, you agree to be bound by the foregoing limitations. Additional information is available upon request.



