(Formerly London Life Pathways Canadian Concentrated Equity Fund)

**CANADIAN EQUITY FUND** 

# Annual Management Report of Fund Performance

For the Year Ended March 31, 2020

This Annual Management Report of Fund Performance contains financial highlights but does not contain the complete annual financial statements of the investment fund. You may obtain a copy of the annual financial statements, at no cost, by contacting us using one of the methods noted under Fund Formation and Series Information or by visiting the SEDAR website at www.sedar.com.

Securityholders may also contact us using one of these methods to request a copy of the investment fund's interim financial report, proxy voting policies and procedures, proxy voting disclosure record or quarterly portfolio disclosure. For more information, please refer to the Fund's Simplified Prospectus, Annual Information Form and Fund Facts, which may also be obtained, at no cost, using any of the methods outlined above.

For the Fund's current net asset values per security and for more recent information on general market events, please visit our website.

#### A NOTE ON FORWARD-LOOKING STATEMENTS

This report may contain forward-looking statements that reflect our current expectations or forecasts of future events. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "intends", "plans", "believes", "estimates", "preliminary", "typical" and other similar expressions. In addition, these statements may relate to future corporate actions, future financial performance of a fund or a security and their future investment strategies and prospects. Forward-looking statements are inherently subject to, among other things, risks, uncertainties and assumptions that could cause actual events, results, performance or prospects to differ materially from those expressed in, or implied by, these forward-looking statements. These risks, uncertainties and assumptions include, without limitation, general economic, political and market factors in North America and internationally, interest and foreign exchange rates, the volatility of global equity and capital markets, business competition, technological change, changes in government regulations, changes in securities laws and regulations, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events and the ability of Mackenzie to attract or retain key employees. The foregoing list of important risks, uncertainties and assumptions is not exhaustive. Please consider these and other factors carefully and do not place undue reliance on forward-looking statements.

The forward-looking information contained in this report is current only as of the date of this report. There should not be an expectation that such information will in all circumstances be updated, supplemented or revised whether as a result of new information, changing circumstances, future events or otherwise.

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# **Management Discussion of Fund Performance**

July 13, 2020

This Management Discussion of Fund Performance presents the portfolio management team's view on the significant factors and developments during the year ended March 31, 2020 (the "period"), that have affected the Fund's performance and outlook. If the Fund was established during the period, "period" represents the period from inception to the end of the fiscal period. For information on the Fund's longer-term performance, as applicable, please refer to the *Past Performance* section of the report. In this report, "Mackenzie" refers to Mackenzie Financial Corporation, the manager of the Fund. In addition, net asset value ("NAV") refers to the value of the Fund as calculated for transaction purposes, on which the discussion of Fund performance is based.

# Investment Objective and Strategies

The Fund seeks long-term capital appreciation by investing primarily in Canadian equities. Generally the Fund will hold equity securities of 20 to 30 companies.

#### Risk

The risks of the Fund remain as discussed in the Fund's Simplified Prospectus.

The Fund is suitable for medium- to long-term investors looking for a Canadian equity fund to hold as part of their portfolio, who can handle the volatility of stock markets and who have a medium tolerance for risk.

## Results of Operations

#### **Investment Performance**

The performance of the Fund's Quadrus Series securities is discussed below. The performance of all series is shown in the *Past Performance* section of the report. Where series returns differ, it is primarily because different levels of fees and expenses were charged to each series, or because securities of a series were not issued and outstanding for the entire reporting period. Please refer to the *Fund Formation and Series Information* section of this report for the varying management and administration fees payable by each series.

During the period, the Fund's Quadrus Series securities returned -20.4% (after deducting fees and expenses paid by the series). This compares with the S&P/TSX Composite Index return of -14.2%. All index and series returns are calculated on a total return basis in Canadian dollar terms. Investors cannot invest in an index without incurring fees, expenses and commissions, which are not reflected in the index returns.

After reaching multi-year highs in February, Canadian equities fell sharply and ended the period significantly lower due to concerns about the impact of the COVID-19 pandemic on global economic activity. Energy stocks were especially weak as crude oil prices declined markedly in response to global production increases and lower demand due to the pandemic. The utilities sector, which is sensitive to interest rates, outperformed as a result of declining bond yields.

Within the S&P/TSX Composite Index, information technology, utilities and communication services were the strongest sectors, while health care, energy and consumer discretionary were the weakest.

The Fund underperformed the index, with stock selection in the materials, industrials and information technology sectors detracting from performance. An overweight position and stock selection in the consumer discretionary sector also detracted. In terms of individual stocks, Cenovus Energy Inc., AG Growth International Inc. and Spin Master Corp. detracted from performance.

Conversely, stock selection in the financials sector contributed to performance, as did underweight exposure to the energy sector and lack of exposure to the health care sector.

Over the period, the Fund's exposure to the materials sector increased as positions in Nutrien Ltd. and West Fraser Timber Co. Ltd. were initiated, while exposure to the industrials sector decreased as the position in Boyd Group Income Fund was eliminated. Changes to the portfolio also included new positions in Rogers Communications Inc., Waste Connections Inc. and Gildan Activewear Inc., and the elimination of the positions in Dream Global Real Estate Investment Trust, IA Financial Corporate Inc. and Metro Inc.

#### **Net Assets**

The Fund's NAV increased by 553.3% to \$31.4 million at March 31, 2020, from \$4.8 million at March 31, 2019. This change was composed primarily of \$8.1 million in net losses (after including dividend and interest income) from investment performance, after deducting fees and expenses, and \$34.6 million in net sales.

See Other Related Party Transactions for the percentage of the Fund's NAV owned by related parties. As a result of these investments, the Fund is subject to large transaction risk as discussed in the Prospectus. Mackenzie manages this risk to reduce the possibility of any adverse effect on the Fund or on its investors, through such processes as requiring advance notice of large redemptions. At March 31, 2020, Mackenzie had received no such notices.

#### Fees and Expenses

The management expense ratio ("MER") for Quadrus Series of 2.41% during the year ended March 31, 2020, was slightly higher than the annualized MER of 2.40% for the period ended March 31, 2019. The MERs (before and after waivers or absorptions, if any) for all series are presented in the *Financial Highlights* section of this report.

## Recent Developments

Governments worldwide have enacted emergency measures to combat the spread of the COVID-19 virus in the last several months. These measures have caused significant volatility and weakness in global equity markets and material disruption to businesses globally, resulting in an economic slowdown. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions.

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The duration and impact of the COVID-19 pandemic on businesses and markets, and the extent of economic relief measures provided by governments and central banks, are unknown at the reporting date and it is therefore not possible to reliably estimate the impact on the financial results and position of the Fund in future periods.

The portfolio management team believes that the decisive monetary policy initiatives implemented to cushion the economy from the impact of the COVID-19 crisis will be effective in keeping capital flowing and businesses and individuals solvent. In the team's view, fiscal programs to support medical facilities, vaccine development and physical infrastructure may somewhat offset falling consumption, but more fiscal stimulus may be required to avoid severe recession or potentially a depression in the longer term.

The team has a three- to five-year outlook, evaluating companies held in the portfolio to ensure that their competitive advantages are durable and their balance sheets do not suggest undue risk. The team measures investment opportunities using explicit investment criteria and rigorously defined assessments of intrinsic value.

On October 21, 2019, the Fund was renamed Canada Life Pathways Canadian Concentrated Equity Fund.

## Related Party Transactions

The following arrangements result in fees paid by the Fund to Mackenzie or to companies affiliated with the Fund.

#### **Management and Administration Services**

For each applicable series, the Fund paid management fees and administration fees to Mackenzie at the annual rates specified under *Fund Formation* and *Series Information* in this report and as more fully described in the Prospectus. In return for the administration fees, Mackenzie pays all costs and expenses (other than certain specified fund costs) required to operate the Fund that are not included in management fees. See also *Management Fees*.

### **Other Related Party Transactions**

Series S securities are offered on a prospectus-exempt basis to London Life Insurance Company, The Great-West Life Assurance Company and The Canada Life Assurance Company (collectively, the "Related Insurance Companies"), all of which are companies affiliated with Mackenzie. The Related Insurance Companies were amalgamated into one company, The Canada Life Assurance Company, effective January 1, 2020. At March 31, 2020, The Canada Life Assurance Company owned 16.1% of the Fund's NAV. All related party transactions are based on the NAV per security on each transaction day.

At March 31, 2020, The Canada Life Assurance Company also had an investment of 6,258 in other series of the Fund (less than 0.1% of the Fund's NAV).

The Fund did not rely on an approval, positive recommendation or standing instruction from the Mackenzie Funds' Independent Review Committee with respect to any related party transactions.

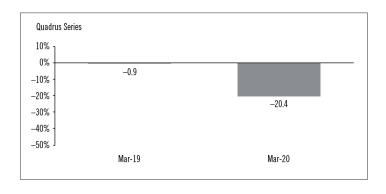
#### **Past Performance**

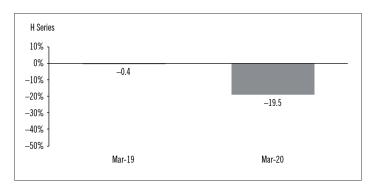
The Fund's past performance information is presented in the following charts and table. It assumes all distributions made by the Fund in the periods presented are reinvested in additional securities of the relevant series of the Fund. The charts and table do not take into account sales, redemption, distribution or optional charges, or income taxes payable by any investor that would have reduced returns. The past performance of the Fund is not necessarily an indication of how it will perform in the future.

If you hold this Fund outside of a registered plan, income and capital gains distributions paid to you increase your income for tax purposes whether paid to you in cash or reinvested in additional securities of the Fund. The amount of reinvested taxable distributions is added to the adjusted cost base of the securities that you own. This would decrease your capital gain or increase your capital loss when you later redeem from the Fund, thereby ensuring that you are not taxed on this amount again. Please consult your tax advisor regarding your personal tax situation.

## Year-by-Year Returns

The following bar charts present the performance of each series of the Fund for each of the fiscal periods shown. The charts show, in percentage terms, how much an investment made on the first day of each fiscal period, or on the series inception or reinstatement date, as applicable, would have increased or decreased by the last day of the fiscal period presented. Series inception or reinstatement dates can be found under *Fund Formation and Series Information*.

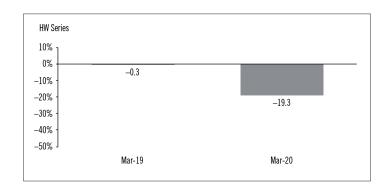


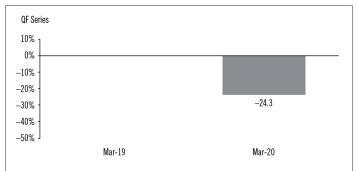


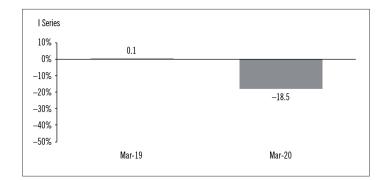
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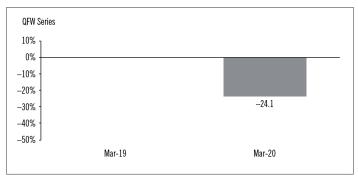
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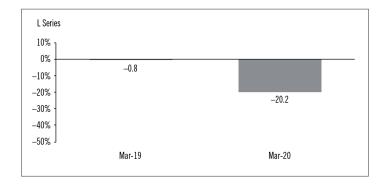
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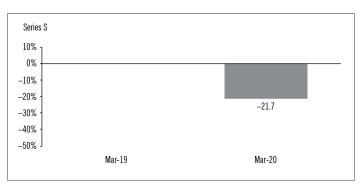


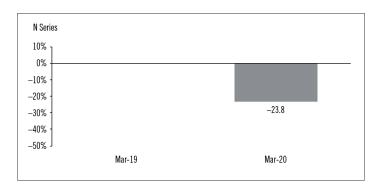












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## **Annual Compound Returns**

The following table compares the historical annual compound total returns for each series of the Fund with the relevant index or indices shown below for each of the periods ended March 31, 2020. Investors cannot invest in an index without incurring fees, expenses and commissions, which are not reflected in these performance figures.

All index returns are calculated in Canadian dollars on a total return basis, meaning that all dividend payments, interest income accruals and interest payments are reinvested.

| Percentage Return: <sup>1</sup> | 1<br>Yr | 3<br>Yr | 5<br>Yr | 10<br>Yr | Since<br>Inception <sup>2</sup> |
|---------------------------------|---------|---------|---------|----------|---------------------------------|
| Quadrus Series                  | -20.4   | n/a     | n/a     | n/a      | -15.2                           |
| H Series                        | -19.5   | n/a     | n/a     | n/a      | -14.2                           |
| HW Series                       | -19.3   | n/a     | n/a     | n/a      | -14.0                           |
| I Series                        | -18.5   | n/a     | n/a     | n/a      | -13.2                           |
| L Series                        | -20.2   | n/a     | n/a     | n/a      | -15.0                           |
| N Series                        | n/a     | n/a     | n/a     | n/a      | -23.8                           |
| QF Series                       | n/a     | n/a     | n/a     | n/a      | -24.3                           |
| QFW Series                      | n/a     | n/a     | n/a     | n/a      | -24.1                           |
| Series S                        | n/a     | n/a     | n/a     | n/a      | -21.7                           |
| S&P/TSX Composite Index         | -14.2   | n/a     | n/a     | n/a      | Note 3                          |

The S&P/TSX Composite Index is a capitalization weighted index that represents some of the largest float adjusted stocks trading on the Toronto Stock Exchange.

The percentage return differs for each series because the management fee rate and expenses differ for each series.

<sup>(2)</sup> The return since inception for each series will differ when the inception date differs and is only provided when a series has been active for a period of less than 10 years.

<sup>(3)</sup> The return of the S&P/TSX Composite Index since inception for each applicable series is as follows: Quadrus Series –6.3%, H Series –6.3%, HW Series –6.3%, I Series –6.3%, L Series –6.3%, N Series –17.2%, QF Series –17.2%, QFW Series –17.2%, Series S –16.2%.

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# **Summary of Investment Portfolio** at March 31, 2020

| Equities                        |          |
|---------------------------------|----------|
| Equitios                        | 96.6     |
| Cash and short-term investments | 2.8      |
| Other assets (liabilities)      | 0.6      |
| Regional Allocation             | % of NAV |
| Canada                          | 96.6     |
| Cash and short-term investments | 2.8      |
| Other assets (liabilities)      | 0.6      |
| Sector Allocation               | % of NAV |
| Industrials                     | 19.3     |
| Financials                      | 18.3     |
| Materials                       | 17.0     |
| Consumer discretionary          | 13.2     |
| Energy                          | 9.9      |
| Utilities                       | 5.7      |
| Communication services          | 4.8      |
| Information technology          | 4.4      |
| Consumer staples                | 4.0      |
| Cash and short-term investments | 2.8      |
| Other assets (liabilities)      | 0.6      |

## Top 25 Positions

| Issuer  | % of NAV |
|---|----------|
| Northland Power Inc.  | 5.7      |
| CCL Industries Inc.   | 5.6      |
| Manulife Financial Corp.                                    | 5.5      |
| Nutrien Ltd.  | 5.3      |
| Cargojet Inc.   | 4.9      |
| WSP Global Inc.   | 4.9      |
| Rogers Communications Inc.                                  | 4.8      |
| Canadian Imperial Bank of Commerce                          | 4.6      |
| Intact Financial Corp.                                      | 4.5      |
| CGI Inc.  | 4.4      |
| Dollarama Inc.  | 4.3      |
| Parkland Fuel Corp.   | 4.1      |
| Enbridge Inc.   | 3.9      |
| Intertape Polymer Group Inc.                                | 3.7      |
| Premium Brands Holdings Corp.                               | 3.7      |
| The Bank of Nova Scotia                                     | 3.7      |
| Park Lawn Corp.   | 3.6      |
| NFI Group Inc.  | 3.4      |
| AG Growth International Inc.                                | 3.1      |
| Waste Connections Inc.                                      | 2.9      |
| Cash and short-term investments                             | 2.8      |
| Spin Master Corp.   | 2.7      |
| Gildan Activewear Inc.                                      | 2.6      |
| West Fraser Timber Co. Ltd.                                 | 2.4      |
| Canadian Natural Resources Ltd.                             | 1.9      |
| Top long positions as a percentage of total net asset value | 99.0     |

The Fund held no short positions at the end of the period.

The investments and percentages may have changed since March 31, 2020, due to the ongoing portfolio transactions of the Fund. Quarterly updates of holdings are available within 60 days of the end of each quarter except for March 31, the Fund's fiscal year-end, when they are available within 90 days.

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# **Financial Highlights**

The following tables show selected key financial information about the Fund and are intended to help you understand the Fund's financial performance for each of the fiscal periods presented below. If during the period a fund or series was established or reinstated, "period" represents the period from inception or reinstatement to the end of that fiscal period. Series inception or reinstatement dates can be found under *Fund Formation and Series Information*.

## THE FUND'S NET ASSETS PER SECURITY (\$)1

| Quadrus Series                           | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Net assets, beginning of period          | 9.90            | 10.00           |
| Increase (decrease) from operations:     |                 |                 |
| Total revenue                            | 0.30            | 0.14            |
| Total expenses                           | (0.27)          | (0.12)          |
| Realized gains (losses) for the period   | (2.43)          | 0.75            |
| Unrealized gains (losses) for the period | (4.63)          | 0.18            |
| Total increase (decrease) from           |                 |                 |
| operations <sup>2</sup>                  | (7.03)          | 0.95            |
| Distributions:                           |                 |                 |
| From net investment income               |                 |                 |
| (excluding dividends)                    | (0.02)          | _               |
| From dividends                           | (0.03)          | (0.01)          |
| From capital gains                       | (0.17)          | _               |
| Return of capital                        | _               | _               |
| Total annual distributions <sup>3</sup>  | (0.22)          | (0.01)          |
| Net assets, end of period                | 7.72            | 9.90            |
| H Series                                 | Mar. 31<br>2020 | Mar. 31<br>2019 |
| Net assets, beginning of period          | 9.94            | 10.00           |
| Increase (decrease) from operations:     |                 |                 |
| Total revenue                            | 0.36            | 0.14            |
| Total expenses                           | (0.15)          | (0.07)          |
| Realized gains (losses) for the period   | 0.46            | 0.92            |
| Unrealized gains (losses) for the period | (5.53)          | 0.19            |
| Total increase (decrease) from           | ,               |                 |
| operations <sup>2</sup>                  | (4.86)          | 1.18            |
| Distributions:                           |                 |                 |
| From net investment income               |                 |                 |
| (excluding dividends)                    | (0.02)          | _               |
| From dividends                           | (0.09)          | (0.02)          |
| From capital gains                       | (0.20)          | _               |
| Return of capital                        | (:/ <b>-</b>    | _               |
| Total annual distributions <sup>3</sup>  | (0.31)          | (0.02)          |
| Net assets, end of period                | 1.11            | 9.94            |

| Net assets, beginning of period 9.93 Increase (decrease) from operations:  Total revenue 0.37 Total expenses (0.14) Realized gains (losses) for the period 1.51 Unrealized gains (losses) for the period (5.58) | 0.12            |
|---|-----------------|
| Total revenue 0.37 Total expenses (0.14) Realized gains (losses) for the period 1.51  |                 |
| Total expenses (0.14) Realized gains (losses) for the period 1.51   |                 |
| Realized gains (losses) for the period 1.51   | 10.00           |
|   | (0.06)          |
|   | 1.08            |
| Unrealized gains (losses) for the period (5.58)   | 0.16            |
| Total increase (decrease) from  |                 |
| operations <sup>2</sup> (3.84)  | 1.30            |
| Distributions:  |                 |
| From net investment income  |                 |
| (excluding dividends) (0.02)  | _               |
| From dividends (0.10)   | (0.03)          |
| From capital gains (0.20)   | _               |
| Return of capital –   | _               |
| Total annual distributions <sup>3</sup> (0.32)  | (0.03)          |
| Net assets, end of period 7.77  | 9.93            |
| Mar. 31<br>  Series 2020  | Mar. 31<br>2019 |
| Net assets, beginning of period 9.95  | 10.00           |
| Increase (decrease) from operations:  |                 |
| Total revenue 0.37  | 0.16            |
| Total expenses (0.03)   | (0.02)          |
| Realized gains (losses) for the period 1.20   | (0.21)          |
| Unrealized gains (losses) for the period (5.60)   | 0.20            |
| Total increase (decrease) from  |                 |
| operations <sup>2</sup> (4.06)  | 0.13            |
| Distributions:  |                 |
| From net investment income  |                 |
| (excluding dividends) (0.02)  | -               |
|   | (0.05)          |
| From dividends (0.17)   | , /             |
| From dividends (0.17) From capital gains (0.21)   | -               |
| From capital gains (0.21) Return of capital –   | -               |
| From capital gains (0.21)   | (0.05)          |

- (1) These calculations are prescribed by securities regulations and are not intended to be a reconciliation between opening and closing net assets per security. This information is derived from the Fund's audited annual financial statements. The net assets per security presented in the financial statements may differ from the net asset value per security calculated for fund pricing purposes. An explanation of these differences can be found in the Notes to Financial Statements.
- (2) Net assets and distributions are based on the actual number of securities outstanding at the relevant time. The increase/decrease from operations is based on the weighted average number of securities outstanding over the fiscal period.
- (3) Distributions were paid in cash/reinvested in additional securities of the Fund, or both.

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## THE FUND'S NET ASSETS PER SECURITY (\$)1 (cont'd)

| L Series  | Mar. 31<br>2020  | Mar. 31<br>2019                               |
|---|--|---|
| Net assets, beginning of period   | 9.90   | 10.00   |
| Increase (decrease) from operations:  |  |   |
| Total revenue   | 0.36   | 0.14  |
| Total expenses  | (0.26)   | (0.11)  |
| Realized gains (losses) for the period  | 0.47   | 0.40  |
| Unrealized gains (losses) for the period  | (5.48)   | 0.18  |
| Total increase (decrease) from  |  |   |
| operations <sup>2</sup>   | (4.91)   | 0.61  |
| Distributions:  |  |   |
| From net investment income  |  |   |
| (excluding dividends)   | (0.02)   | _   |
| From dividends  | (0.03)   | (0.01)  |
| From capital gains  | (0.18)   | _   |
| Return of capital   | _  | _   |
| Total annual distributions <sup>3</sup>   | (0.23)   | (0.01)  |
| Net assets, end of period   | 7.73   | 9.90  |
| N Series  | Mar. 31<br>2020  | Mar. 31<br>2019                               |
|   |  |   |
| Net assets, beginning of period   | 10.00  | n/a   |
|   |  |   |
| Increase (decrease) from operations:  |  |   |
| Total revenue   | 0.08   | n/a   |
| Total revenue<br>Total expenses   | (0.01)   | n/a   |
| Total revenue<br>Total expenses<br>Realized gains (losses) for the period   | (0.01)<br>(3.17)   | n/a<br>n/a                                    |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period  | (0.01)   | n/a   |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from   | (0.01)<br>(3.17)<br>(1.22)                               | n/a<br>n/a<br>n/a                             |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup>   | (0.01)<br>(3.17)   | n/a<br>n/a                                    |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions:  | (0.01)<br>(3.17)<br>(1.22)                               | n/a<br>n/a<br>n/a                             |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income   | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)                     | n/a<br>n/a<br>n/a<br>n/a                      |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income (excluding dividends)   | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)                     | n/a<br>n/a<br>n/a<br>n/a                      |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income   | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)<br>(0.01)<br>(0.08) | n/a<br>n/a<br>n/a<br>n/a                      |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income (excluding dividends) From dividends From capital gains                   | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)                     | n/a<br>n/a<br>n/a<br>n/a                      |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income (excluding dividends) From dividends From capital gains Return of capital | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)<br>(0.01)<br>(0.08) | n/a<br>n/a<br>n/a<br>n/a<br>n/a               |
| Total revenue Total expenses Realized gains (losses) for the period Unrealized gains (losses) for the period Total increase (decrease) from operations <sup>2</sup> Distributions: From net investment income (excluding dividends) From dividends From capital gains                   | (0.01)<br>(3.17)<br>(1.22)<br>(4.32)<br>(0.01)<br>(0.08) | n/a<br>n/a<br>n/a<br>n/a<br>n/a<br>n/a<br>n/a |

| QF Series                                | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Net assets, beginning of period          | 10.00           | n/a             |
| Increase (decrease) from operations:     |                 |                 |
| Total revenue                            | 0.07            | n/a             |
| Total expenses                           | (0.06)          | n/a             |
| Realized gains (losses) for the period   | (5.14)          | n/a             |
| Unrealized gains (losses) for the period | (1.14)          | n/a             |
| Total increase (decrease) from           |                 |                 |
| operations <sup>2</sup>                  | (6.27)          | n/a             |
| Distributions:                           |                 |                 |
| From net investment income               |                 |                 |
| (excluding dividends)                    | (0.01)          | n/a             |
| From dividends                           | (0.05)          | n/a             |
| From capital gains                       | (0.19)          | n/a             |
| Return of capital                        | -               | n/a             |
| Total annual distributions <sup>3</sup>  | (0.25)          | n/a             |
| Net assets, end of period                | 7.38            | n/a             |
| QFW Series                               | Mar. 31<br>2020 | Mar. 31<br>2019 |
| Net assets, beginning of period          | 10.00           | n/a             |
| Increase (decrease) from operations:     | 10.00           | 11/4            |
| Total revenue                            | 0.07            | n/a             |
| Total expenses                           | (0.05)          | n/a             |
| Realized gains (losses) for the period   | (6.07)          | n/a             |
| Unrealized gains (losses) for the period | (1.07)          | n/a             |
| Total increase (decrease) from           | (,              |                 |
| operations <sup>2</sup>                  | (7.12)          | n/a             |
| Distributions:                           | ()              |                 |
| From net investment income               |                 |                 |
| (excluding dividends)                    | _               | n/a             |
| From dividends                           | (0.02)          | n/a             |
| From capital gains                       | (0.01)          | n/a             |
| Return of capital                        | (0.01)          | n/a             |
| Total annual distributions <sup>3</sup>  | (0.03)          | n/a             |
| Net assets, end of period                | 7.55            | n/a             |

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CANADIAN EQUITY FUND

#### THE FUND'S NET ASSETS PER SECURITY (\$)1 (cont'd)

| Series S                                 | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Net assets, beginning of period          | 10.00           | n/a             |
| Increase (decrease) from operations:     |                 |                 |
| Total revenue                            | 0.20            | n/a             |
| Total expenses                           | (0.02)          | n/a             |
| Realized gains (losses) for the period   | (3.29)          | n/a             |
| Unrealized gains (losses) for the period | (3.00)          | n/a             |
| Total increase (decrease) from           |                 |                 |
| operations <sup>2</sup>                  | (6.11)          | n/a             |
| Distributions:                           |                 |                 |
| From net investment income               |                 |                 |
| (excluding dividends)                    | (0.01)          | n/a             |
| From dividends                           | (0.17)          | n/a             |
| From capital gains                       | (0.20)          | n/a             |
| Return of capital                        | _               | n/a             |
| Total annual distributions <sup>3</sup>  | (0.38)          | n/a             |
| Net assets, end of period                | 7.54            | n/a             |

#### RATIOS AND SUPPLEMENTAL DATA

| Quadrus Series                             | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Total net asset value (\$000) <sup>1</sup> | 5,215           | 397             |
| Securities outstanding (000) <sup>1</sup>  | 675             | 40              |
| Management expense ratio (%) <sup>2</sup>  | 2.41            | 2.40            |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 2.41            | 2.40            |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | 0.57            |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.73            | 9.90            |
| II Carles                                  | Mar. 31         | Mar. 31         |
| H Series                                   | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 512             | 175             |
| Securities outstanding (000) <sup>1</sup>  | 66              | 18              |
| Management expense ratio (%) <sup>2</sup>  | 1.21            | 1.21            |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 1.21            | 1.21            |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | 0.57            |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.78            | 9.94            |
| IIII C. d.                                 | Mar. 31         | Mar. 31         |
| HW Series                                  | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 956             | 87              |
| Securities outstanding (000) <sup>1</sup>  | 123             | 9               |
| Management expense ratio (%) <sup>2</sup>  | 1.01            | 1.00            |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 1.01            | 1.00            |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | 0.57            |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.78            | 9.93            |

- (1) This information is provided as at the end of the fiscal period shown.
- (2) Management expense ratio is based on total expenses (excluding commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of daily average net asset value during the period. If in the period a series was established or reinstated, the management expense ratio is annualized from the date of inception or reinstatement. Mackenzie may waive or absorb operating expenses at its discretion and stop waiving or absorbing such expenses at any time without notice.
- (3) The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average net asset value during the period.
- (4) The Fund's portfolio turnover rate indicates how actively the Fund's portfolio advisor manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the period. The higher a fund's portfolio turnover rate in a period, the greater the trading costs payable by the fund in the period, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance of a fund. The portfolio turnover rate is not provided when the Fund is less than one year old. The value of any trades to realign the Fund's portfolio after a fund merger, if any, is excluded from the portfolio turnover rate.

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CANADIAN EQUITY FUND

## RATIOS AND SUPPLEMENTAL DATA (cont'd)

| I Series                                   | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Total net asset value (\$000) <sup>1</sup> | 18,017          | 4,010           |
| Securities outstanding (000) <sup>1</sup>  | 2,310           | 403             |
| Management expense ratio (%) <sup>2</sup>  | 2,010           | -               |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | _               | _               |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | 0.57            |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.80            | 9.95            |
|  | Mar. 31         | Mar. 31         |
| L Series                                   | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 942             | 130             |
| Securities outstanding (000) <sup>1</sup>  | 122             | 13              |
| Management expense ratio (%) <sup>2</sup>  | 2.18            | 2.19            |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 2.18            | 2.19            |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | 0.57            |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.73            | 9.90            |
|  | Mar. 31         | Mar. 31         |
| N Series                                   | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 108             | n/a             |
| Securities outstanding (000) <sup>1</sup>  | 15              | n/a             |
| Management expense ratio (%) <sup>2</sup>  | _               | n/a             |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | -               | n/a             |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | n/a             |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.39            | n/a             |

| QF Series                                  | Mar. 31<br>2020 | Mar. 31<br>2019 |
|--|-----------------|-----------------|
| Total net asset value (\$000) <sup>1</sup> | 400             | n/a             |
| Securities outstanding (000) <sup>1</sup>  | 54              | n/a             |
| Management expense ratio (%) <sup>2</sup>  | 1.36            | n/a             |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 1.36            | n/a             |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | n/a             |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.39            | n/a             |
|  | Mar. 31         | Mar. 31         |
| QFW Series                                 | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 161             | n/a             |
| Securities outstanding (000) <sup>1</sup>  | 21              | n/a             |
| Management expense ratio (%) <sup>2</sup>  | 1.07            | n/a             |
| Management expense ratio before            |                 |                 |
| waivers or absorptions (%) <sup>2</sup>    | 1.07            | n/a             |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | n/a             |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.56            | n/a             |
|  | Mar. 31         | Mar. 31         |
| Series S                                   | 2020            | 2019            |
| Total net asset value (\$000) <sup>1</sup> | 5,042           | n/a             |
| Securities outstanding (000) <sup>1</sup>  | 669             | n/a             |
| Management expense ratio (%) <sup>2</sup>  | 0.03            | n/a             |
| Management expense ratio before            | 5.55            |                 |
| waivers or absorptions (%) <sup>2</sup>    | 0.03            | n/a             |
| Trading expense ratio (%) <sup>3</sup>     | 0.29            | n/a             |
| Portfolio turnover rate (%) <sup>4</sup>   | 42.62           | n/a             |
| Net asset value per security (\$)          | 7.54            | n/a             |

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**CANADIAN EQUITY FUND** 

## **Management Fees**

The management fee for each applicable series is calculated and accrued daily as a percentage of its NAV. The Fund's management fees were used by Mackenzie to pay for the costs of managing the investment portfolio of the Fund and/or the underlying fund(s), as applicable, including providing investment analysis and recommendations, making investment decisions and making brokerage arrangements for the purchase and sale of the investment portfolio.

Quadrus Investment Services Ltd. ("Quadrus"), an affiliate of Mackenzie, is the principal distributor for the Fund and is paid trailing commissions out of the management fees. The Canada Life Assurance Company, which is also an affiliate of Mackenzie, provides certain services to Mackenzie in connection with Mackenzie's portfolio management activities. The Canada Life Assurance Company is responsible for paying certain administrative costs and all sales commissions, trailing commissions and any other compensation (collectively, "distribution-related payments") to registered dealers whose clients invest in the Fund. As such, Quadrus and The Canada Life Assurance Company receive a portion of the management fees that the Fund pays to Mackenzie. Approximately 78% of the total management fees that Mackenzie received from the Quadrus Group of Funds during the year was paid under these arrangements.

Mackenzie used approximately 43% of the total management fee revenues received from all Mackenzie funds during the year to fund distribution-related payments to registered dealers and brokers. In comparison, such distribution-related payments for the Fund represented on average 44% of the management fees paid by all applicable series of the Fund during the year. The actual percentage for each series may be higher or lower than the average depending on the level of trailing commissions and sales commissions paid for that series. The higher proportion of distribution-related payments is primarily attributable to sales commissions related to gross sales of redemption charge securities of the Fund.

(Formerly London Life Pathways Canadian Concentrated Equity Fund)

ANNUAL MANAGEMENT REPORT OF FUND PERFORMANCE | For the Year Ended March 31, 2020

**CANADIAN EQUITY FUND** 

#### **Fund Formation and Series Information**

The Fund may have undergone a number of changes, such as a reorganization or a change in manager, mandate or name. A history of the major changes affecting the Fund in the last 10 years can be found in the Fund's Annual Information Form.

Date of Formation October 12, 2018

The Fund may issue an unlimited number of securities of each series. The number of issued and outstanding securities of each series is disclosed in *Financial Highlights*.

Series Distributed by Quadrus Investment Services Ltd. (255 Dufferin Ave., London, Ontario, N6A 4K1; 1-888-532-3322; www.quadrusgroupoffunds.com)

Quadrus Investment Services Ltd. ("Quadrus") is the principal distributor of the series of securities listed below:

Quadrus Series securities are offered to investors investing a minimum of \$500.

H Series securities are offered to investors investing a minimum of \$500, who are enrolled in a Quadrus-sponsored fee-for-service or wrap program and who are subject to an asset-based fee.

HW Series securities are offered to high net worth investors investing a minimum of \$100,000 and who have eligible minimum total holdings of \$500,000, who are enrolled in a Quadrus-sponsored fee-for-service or wrap program and who are subject to an asset-based fee.

I Series securities are offered to investors investing a minimum of \$25,000, who are participating in the Canada Life Constellation Managed Portfolios program, and who have entered into an I Series Account Agreement with Mackenzie and Quadrus which specifies the fees applicable to this account.

L Series securities are offered to investors investing a minimum of \$100,000 and who have eligible minimum total holdings of \$500,000.

N Series securities are offered to investors investing a minimum of \$100,000, who have eligible minimum total holdings of \$500,000, and who have entered into an N type series account agreement with Mackenzie and Quadrus.

QF Series securities are offered to retail investors investing a minimum of \$500. Investors are required to negotiate their advisor service fee, which cannot exceed 1.25%, with their financial advisor.

QFW Series securities are offered to high net worth investors investing a minimum of \$100,000 and who have eligible minimum total holdings of \$500,000. Investors are required to negotiate their advisor service fee, which cannot exceed 1.25%, with their financial advisor.

Series S securities are offered to The Canada Life Assurance Company and certain other mutual funds, but may be sold to other investors as determined by Mackenzie.

An investor in the Fund may choose among different purchase options that are available under each series. These purchase options are a sales charge purchase option, a redemption charge purchase option, a low-load purchase option and a no-load purchase option. The charges under the sales charge purchase option are negotiated by investors with their dealers. The charges under the redemption charge and low-load purchase options are paid to Mackenzie if an investor redeems securities of the Fund during specific periods. Not all purchase options are available under each series of the Fund, and the charges for each purchase option may vary among the different series. For further details on these purchase options, please refer to the Fund's Simplified Prospectus and Fund Facts.

|                               | Inception/         | Management | Administration | Net Asset Value | per Security (\$) |
|-------------------------------|--------------------|------------|----------------|-----------------|-------------------|
| Series                        | Reinstatement Date | Fees       | Fees           | Mar. 31, 2020   | Mar. 31, 2019     |
| Quadrus Series <sup>(3)</sup> | October 22, 2018   | 2.00%      | 0.24%          | 7.73            | 9.90              |
| H Series                      | October 22, 2018   | 1.00%      | 0.15%          | 7.78            | 9.94              |
| HW Series                     | October 22, 2018   | 0.80%      | 0.15%          | 7.78            | 9.93              |
| I Series                      | October 22, 2018   | (1)        | _ (1)          | 7.80            | 9.95              |
| L Series                      | October 22, 2018   | 1.80%      | 0.15%          | 7.73            | 9.90              |
| N Series                      | October 28, 2019   | _ (2)      | _(2)           | 7.39            | _                 |
| QF Series                     | October 28, 2019   | 1.00%      | 0.24%          | 7.39            | _                 |
| QFW Series                    | October 28, 2019   | 0.80%      | 0.15%          | 7.56            | _                 |
| Series S                      | May 21, 2019       | (2)        | 0.025%         | 7.54            | _                 |

- (1) This fee is payable directly to Mackenzie by investors in this series through redemptions of their securities.
- (2) This fee is negotiable and payable directly to Mackenzie by investors in this series.
- (3) On August 17, 2020, Quadrus Series will be renamed Q Series.