



# N NICOLA

## WEALTH MANAGEMENT

### The Pool

The objective of the NWM Canadian Equity Income Fund (formerly NWM Strategic Income Fund) is to provide unit-holders with long-term capital growth and income by investing in a diversified portfolio of Canadian equity securities. This fund considers Companies with attractive earnings and dividends as well as improving capital efficiencies.

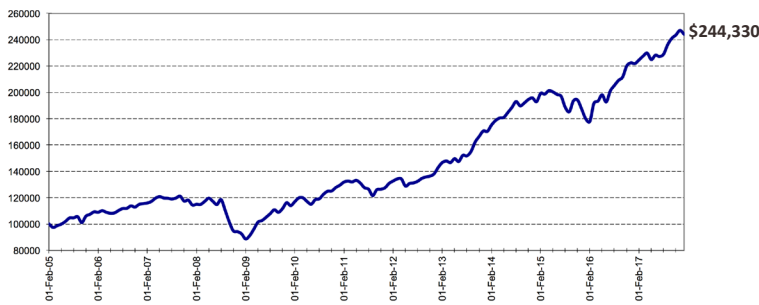
### The Strategy

The fund holds a diversified portfolio of primarily Canadian equities and options. The fund utilizes a covered-call strategy to reduce volatility and enhance yield. Investment selection is based on a top-down, bottom-up investment process involving a security's stand-alone investment merits as well as industry trends.

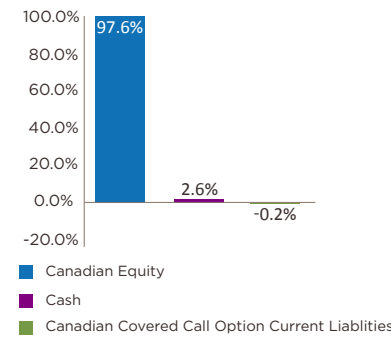
### The Manager

Nicola Wealth Management Ltd. (NWM), the "Fund Manager," is a wealth management and planning firm established in 1994. With a philosophy built on cash flow and diversification, our growing series of funds is managed by members of NWM's Portfolio Management Team.

**PERFORMANCE (cumulative return)**  
\$100,000 INVESTED AT INCEPTION



**Asset Mix based on December 31, 2017 Market Prices**



**PERFORMANCE (monthly returns) As of JAN 31, 2018**

|      | JAN   | FEB   | MAR   | APR   | MAY   | JUN   | JUL   | AUG   | SEPT  | OCT   | NOV   | DEC   | TOTAL  |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| 2018 | -1.2% |       |       |       |       |       |       |       |       |       |       |       | -1.2%  |
| 2017 | -0.2% | 1.2%  | 1.3%  | 1.0%  | -2.1% | 1.5%  | -0.4% | 0.8%  | 3.1%  | 2.0%  | 1.1%  | 1.4%  | 11.1%  |
| 2016 | -3.9% | -1.2% | 7.8%  | 0.9%  | 2.4%  | -2.7% | 4.3%  | 2.1%  | 1.9%  | 1.2%  | 4.0%  | 1.1%  | 18.7%  |
| 2015 | -1.4% | 3.2%  | -0.3% | 1.3%  | -0.5% | -0.9% | -0.7% | -4.3% | -1.7% | 4.5%  | 0.3%  | -3.5% | -4.3%  |
| 2014 | -0.1% | 2.8%  | 2.0%  | 1.1%  | 0.3%  | 2.0%  | 2.1%  | 2.4%  | -1.7% | 1.1%  | 1.4%  | 0.6%  | 14.7%  |
| 2013 | 3.5%  | 2.6%  | 0.8%  | -0.8% | 2.0%  | -1.4% | 3.1%  | -0.3% | 2.2%  | 4.6%  | 2.7%  | 2.4%  | 23.5%  |
| 2012 | 2.6%  | 1.4%  | 1.2%  | 0.0%  | -4.0% | 1.5%  | 0.3%  | 1.0%  | 1.6%  | 0.8%  | 0.5%  | 1.3%  | 8.3%   |
| 2011 | 1.4%  | 1.8%  | 0.5%  | -0.4% | 0.9%  | -1.6% | -2.6% | -0.9% | -3.8% | 3.6%  | 0.4%  | 0.9%  | -0.1%  |
| 2010 | -1.9% | 2.7%  | 2.4%  | 0.0%  | -2.3% | -1.7% | 3.0%  | 0.5%  | 2.9%  | 1.8%  | 0.2%  | 2.1%  | 9.9%   |
| 2009 | -1.8% | -4.2% | 3.0%  | 5.4%  | 5.5%  | 1.3%  | 2.4%  | 2.6%  | 2.7%  | -1.7% | 2.6%  | 4.0%  | 23.4%  |
| 2008 | -3.1% | 0.5%  | -0.1% | 2.0%  | 2.1%  | -2.0% | -2.1% | 3.3%  | -7.0% | -7.9% | -6.7% | -0.6% | -20.3% |
| 2007 | 0.5%  | 0.4%  | 1.1%  | 2.1%  | 1.0%  | -0.8% | -0.2% | -0.5% | 0.7%  | 1.1%  | -3.1% | 0.6%  | 2.8%   |
| 2006 | 1.7%  | -0.3% | 1.1%  | -1.1% | -0.7% | 0.3%  | 1.7%  | 1.3%  | 0.1%  | 1.6%  | -0.7% | 1.8%  | 7.0%   |
| 2005 |       |       | -2.6% | 1.3%  | 1.2%  | 2.0%  | 2.6%  | 0.1%  | 0.8%  | -4.2% | 4.8%  | 1.4%  | 7.4%   |

| Total Assets (millions) \$317.4               |       |
|---|-------|
| 12-Month Trailing Cash Flow Distribution 9.7% |       |
| Returns for the period ENDING JAN 31, 2018    |       |
| 1 month                                       | -1.2% |
| 3 month                                       | 1.3%  |
| 6 month                                       | 7.5%  |
| 1 year  | 10.1% |
| 2 year  | 16.5% |
| 3 year  | 8.2%  |
| 4 year  | 9.4%  |
| 5 year  | 11.3% |
| 6 year  | 11.0% |
| 7 year  | 9.5%  |
| 8 year  | 10.0% |
| 9 year  | 11.4% |
| 10 year                                       | 7.9%  |
| 11 year                                       | 7.0%  |
| 12 year                                       | 6.9%  |
| Since Inception*                              | 7.2%  |

\* February 28, 2005

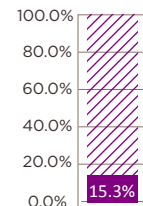
**Top Holdings as of Dec 31, 2017 (excluding cash)**

|                                    | TOTAL |
|------------------------------------|-------|
| TORONTO-DOMINION BANK              | 8.0%  |
| ROYAL BANK OF CANADA               | 6.8%  |
| MANULIFE FINANCIAL CORP.           | 4.3%  |
| BANK OF NOVA SCOTIA                | 4.1%  |
| CANADIAN IMPERIAL BANK OF COMMERCE | 3.9%  |
| CANADIAN NATURAL RESOURCES         | 3.6%  |
| SUN LIFE FINANCIAL INC.            | 3.4%  |
| ENBRIDGE INC.                      | 3.4%  |
| ALIMENTATION COUCHE-TARD INC.      | 3.0%  |
| CANADIAN NATIONAL RAILWAY CO.      | 2.9%  |

### Covered Calls

In addition to concentrating on high-dividend paying equities, the Fund will also sell covered calls on either a portion or all of selected equity positions. The amount of the entire equity position that will have call options written against it will depend on the volatility (and thus option premiums) of the underlying common equity and the projected upside on the Manager's target price. Equities that are expected to be long-term core holdings, but are near their current target prices, are ideal candidates to have covered calls written against them.

**% of Canadian equities partially or fully covered**



### Disclosure

- Past performance is not indicative of future results.
- Returns are net of fund expenses.
- Please refer to the NWM Funds Offering Memorandum for additional details and important disclosure information.

NWM is registered as a Portfolio Manager, Exempt Market Dealer and Investment Fund Manager with the required provincial securities' commissions. Effective November 10, 2014, the fund changed its name from the NWM Strategic Income Fund.