

# Encasa Financial

Social purpose investment fund manager

# Who are we?



# Our journey



## Leadership team



**Derek Ballantyne**  
Chief Executive Officer

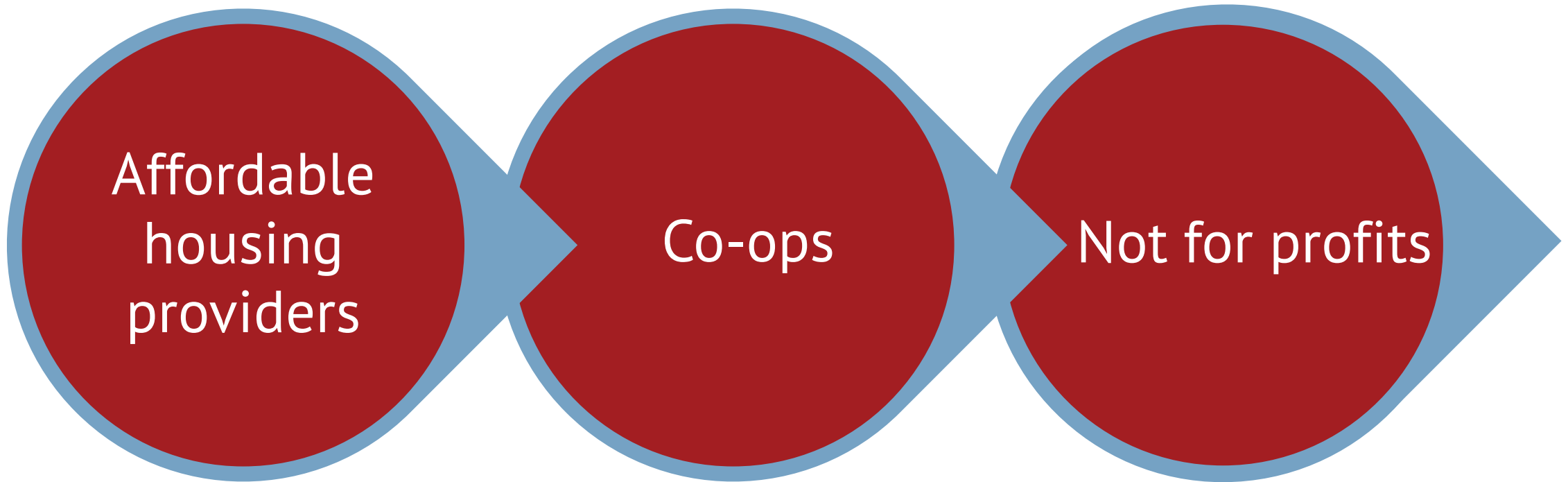


**Audrey Robinson**  
Portfolio Manager



**Janice Tuffnail**  
Chief Operations Officer and  
Chief Compliance Officer

## The company we keep



# Our values and commitments

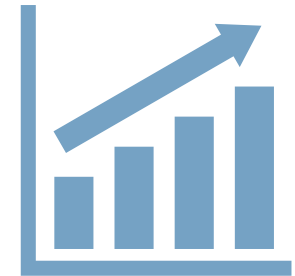
**Responsible Investing (RI)**



**850+ investors**



**Solid fund performance**



**Low fees**



**Client service**



**Sector support**



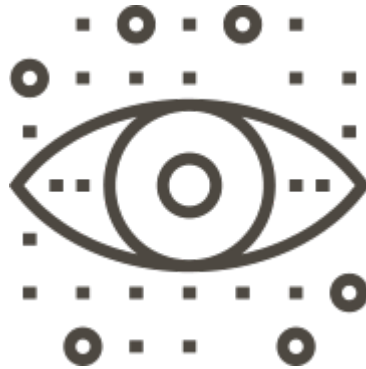
# What is Responsible Investing (RI)?

Responsible investment (RI) refers to the incorporation of environmental, social and governance factors (ESG) into the selection and management of investments.

## Environmental



## Social



## Governance



# How does RI work?

- **ESG integration**

Integration of ESG issues into traditional financial analysis. With ESG integration, Portfolio Managers combine ESG data together with traditional financial metrics when assessing a company's value.

- **Negative screening**

Exclusion of certain industries or companies from our portfolio: tobacco, weapons, pornography, gambling, alcohol, child labour, poor labour practice

- **Positive screening**

Inclusion of certain industries or companies in our portfolio: low environmental impact, sustainable environmental outcomes, social outcomes, good governance practices



# Impact themes



## **Climate Change**

Clean transportation, energy efficiency, renewable energy



## **Community Development**

Affordable housing, co-operatives, credit unions, development finance



## **Education**

School boards, universities



## **Health and Wellness**

Hospitals



## **Food, Agriculture and Natural Resources**

Sustainable food

# Our results

## **Re-investment in social sectors**

“Overall, Encasa has done well for us and we have more funding coming, just getting approval for new building complex.” (BC Investor, 2019)

## **Tailored service**

“They understand our business...risk adverse, careful and conservative.” (ON Investor, 2019)

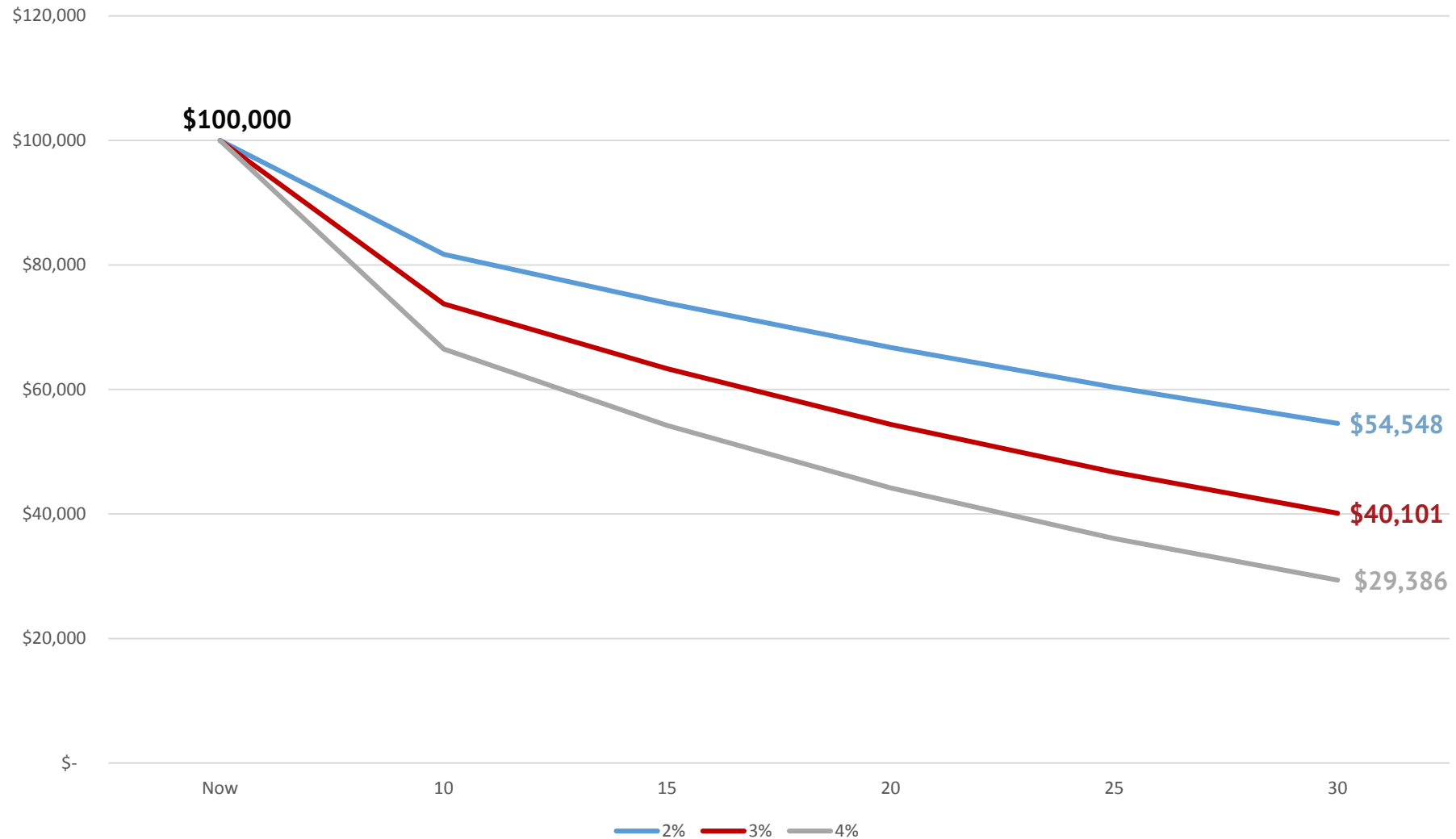
## **Not-for-profit and affordable housing sector expertise**

“Encasa is a business partner, will take care of your investments.... they know the needs of our industry.” (BC Investor, 2019)

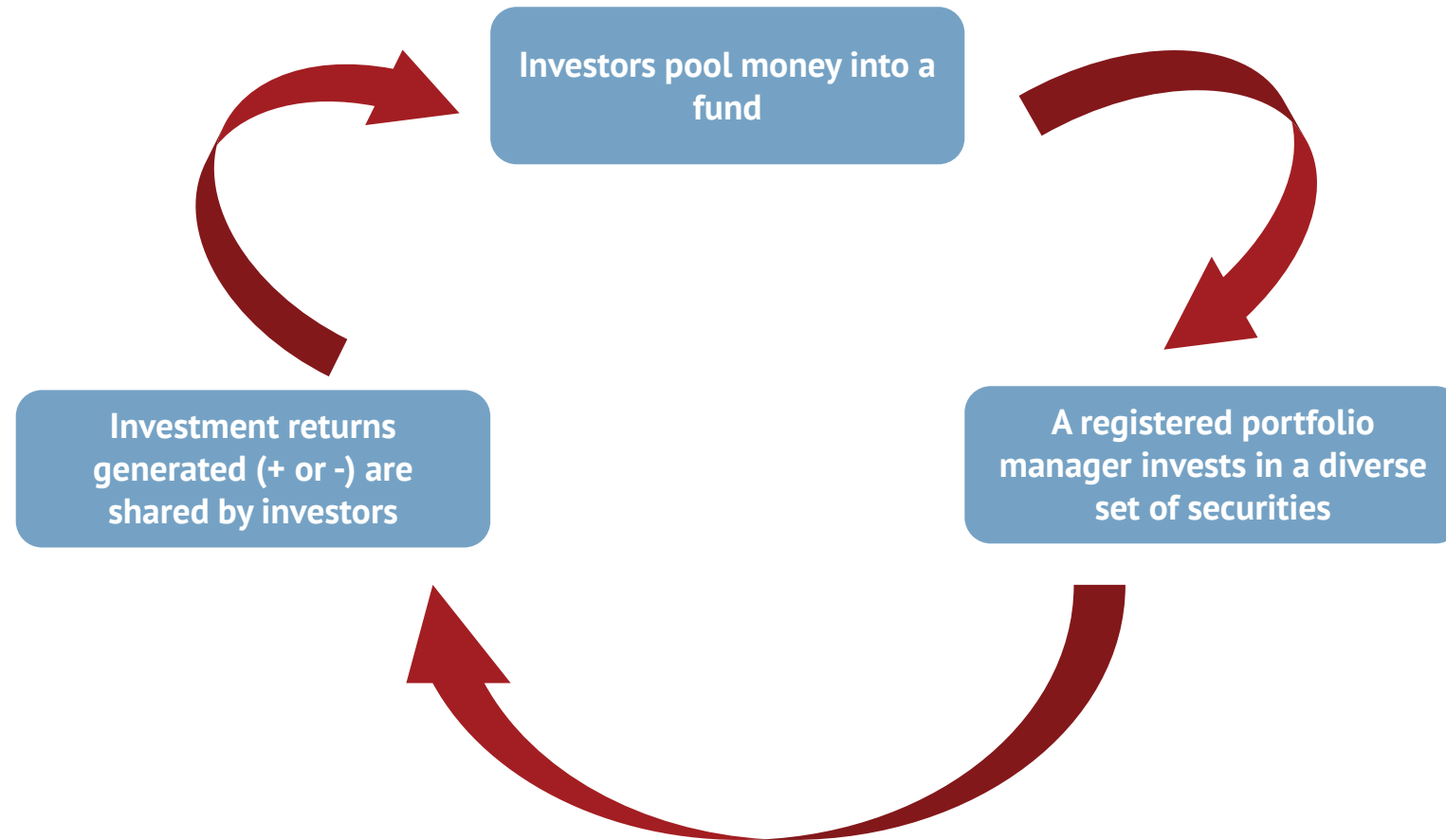
# Why invest in mutual funds?



# Inflation risk



# How do mutual funds work?





**What do we  
offer?**



# Our investment approach

## Investor

Sets investment objectives and capital plans

Capital reserves

Shared capital  
(co-ops)

Other reserves



encasa

Provides advisor assessment and advice\*

Develops  
investment plan

Ongoing  
monitoring and  
reporting

Periodic  
assessment  
against  
objectives and  
plans

# Encasa Funds

## Canadian Short-Term Bond Fund

- Invests primarily in high-quality short-term debt obligations and debt instruments.
- Maximum exposure to investments in foreign markets is 30%.

## Canadian Bond Fund

- Invests primarily in bonds of Canadian governments and companies not maturing for at least one year and with a credit rating not lower than BBB.
- Maximum exposure to investments in foreign markets is 30%.

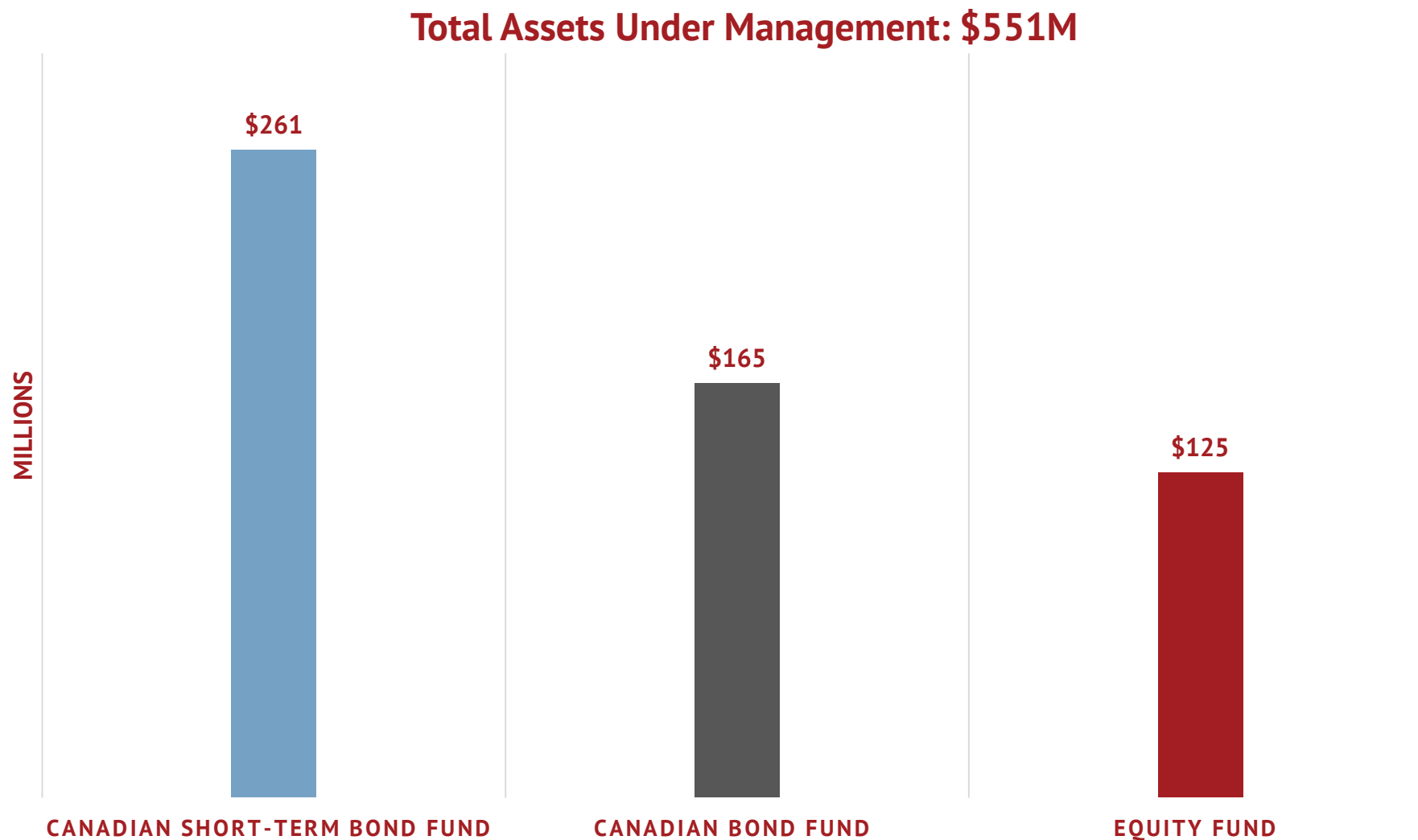
## Equity Fund

- Invests primarily in common shares and may buy income trusts, exchange traded funds of broad market indices and securities which are convertible into common shares, and may use derivatives.
- The fund will invest the majority of its assets in non-Canadian securities.



# Assets under management

as at October 31, 2020



# Rates of return\*

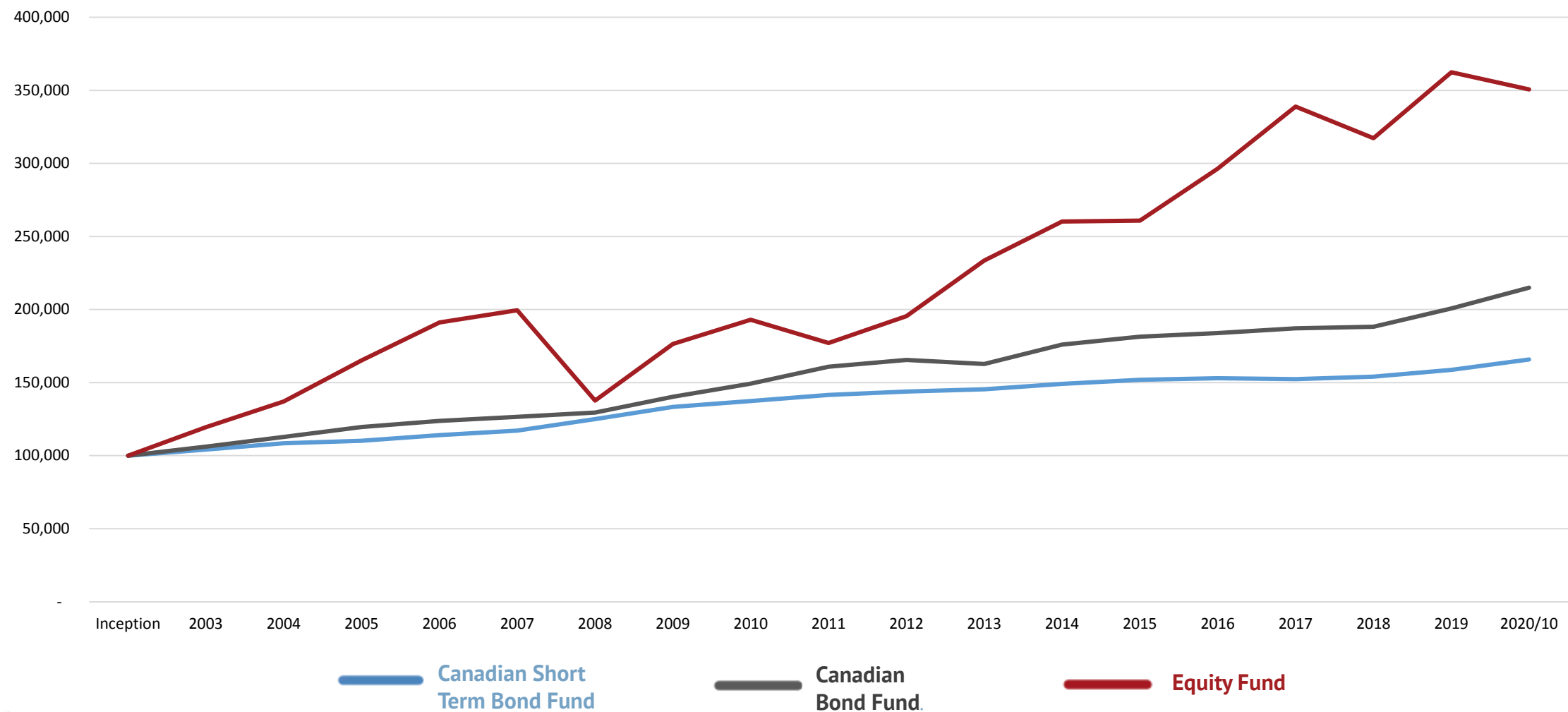
as at October 31, 2020<sup>1</sup>

Fund	3 month <sup>2</sup>	Year to date <sup>2</sup>	1-year	3-year <sup>3</sup>	5-year <sup>3</sup>	10-year <sup>3</sup>
Canadian Short-Term Bond Fund	0.1	4.5	4.3	2.7	1.9	1.8
Canadian Bond Fund	-1.5	7.1	6.2	4.8	3.7	3.6
Equity Fund	-1.3	-3.2	-0.3	1.6	5.8	6.6

1. Rates of return assume reinvestment of all distributions, after deduction of fees.
2. Year to date and three-month rates of return are a simple return on investment (not annualized).
3. Annualized returns.

\*Management fees and expenses all may be associated with mutual fund investments. Please read the prospectus or Fund Facts document before investing. The performance data provided assumes reinvestment of distributions only and does not take into account sales, redemption, distribution or optional charge or income taxes payable by any unitholder that would have reduced turns. Mutual funds are not guaranteed. Their values change frequently and past performance may not be repeated.

# Growth of \$100,000 since inception\*



\*Hypothetical growth of \$100,000 investment into Encasa funds since inception.



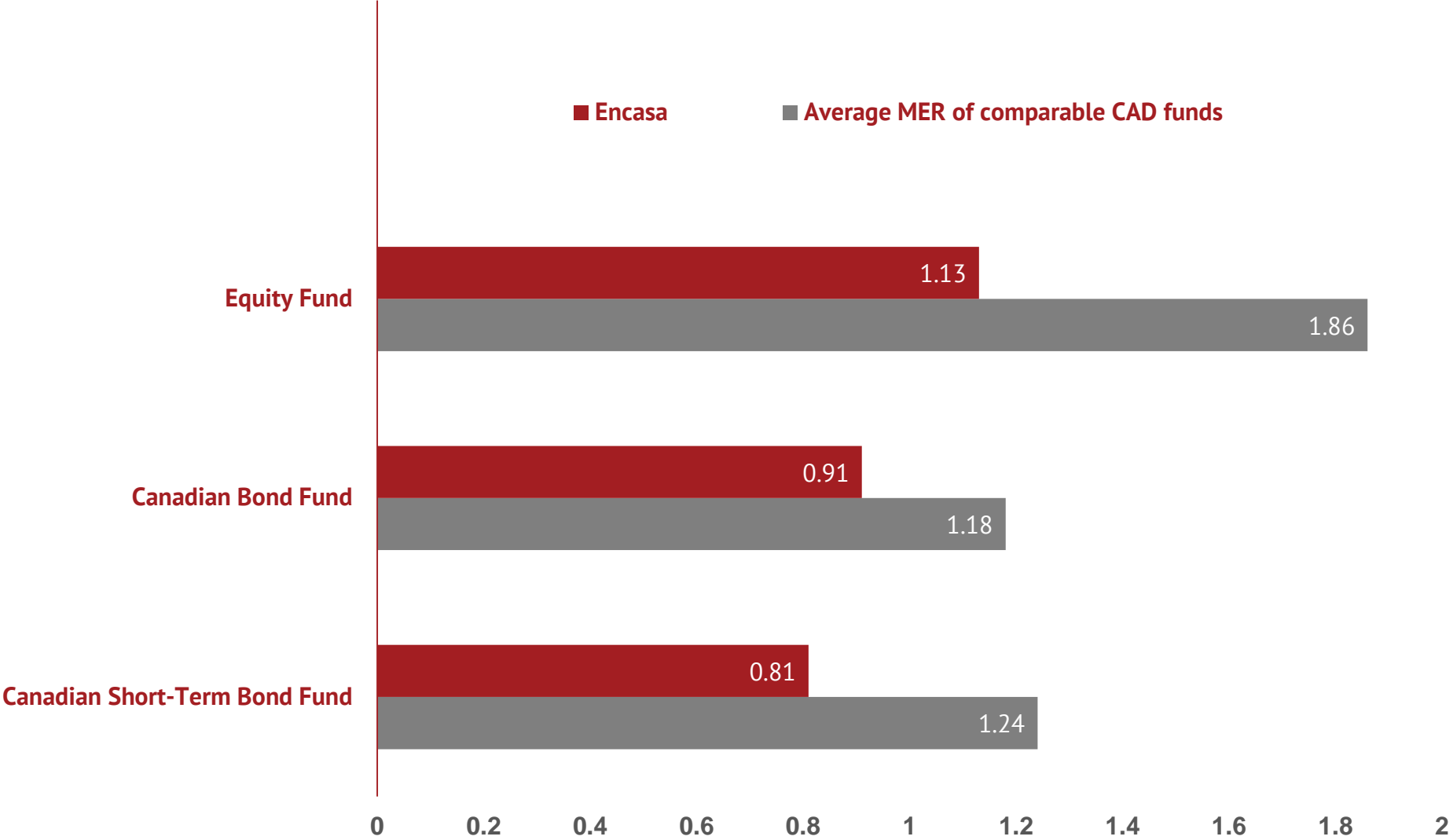
## What is a Management Expense Ratio?

A Management Expense Ratio (MER) represents the costs associated with owning a mutual fund\*. This figure indicates how much a fund pays in management fees and operating expenses, on an annual basis. MER figures are expressed as a % of daily average net assets during the year.

$$\text{MER} = \frac{\text{Annual fees and expenses}}{\text{Average daily net asset value}}$$

# Management Expense Ratios\*

as at June 30, 2020



\*The Management Fee is for Series A units of the Encasa Funds as described in the prospectus. MER data is updated on a semi-annual basis. The MER data for comparable funds is from Morningstar, which is updated on an annual basis. Comparable funds may have additional fees or charges.

# Partners

Equities sub-adviser



Fixed income sub-adviser



Distributor



Fund Accountant, Recordkeeper, Trustee and Custodian



## Next steps

- 1. Contact us to learn more about how we can help you with your investment goals**
- 2. Open your account**

## Contact us

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Thank you



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Encasa Financial Inc. is the fund manager and portfolio manager for all Encasa Funds. Worldsource Financial Management Inc. is the sponsoring mutual fund dealer.