



The Benefits  
Of Beneficiaries

Lisa MacColl Page 8

Canadian MoneySaver  
Model ETF Portfolio

Page 5

PLAYING WITH HOUSE MONEY:  
Saving For That First Home  
Colin Ritchie Page 11

CANADIAN JUNE 2023

CANADIANMONEYSAVER.CA

# MONEY

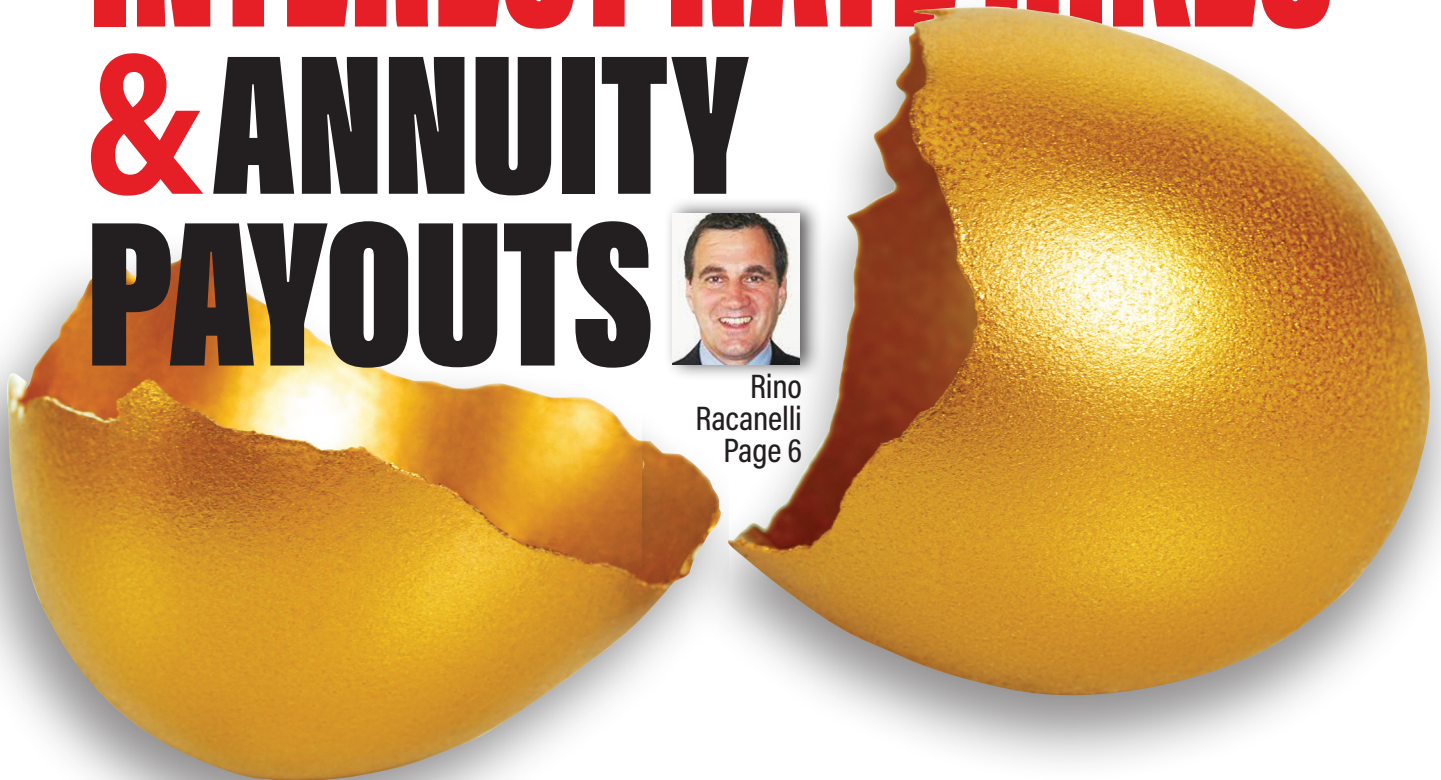
Independent Financial Advice For Everyday Use - Since 1981

SAVER

## INTEREST RATE HIKES & ANNUITY PAYOUTS



Rino  
Racanelli  
Page 6



# Selecting A Financial Advisor

- MoneySaver Podcast -



## GETTING TO KNOW: Sol Amos

Discover the most important questions to ask when selecting a financial advisor

Sol is an entrepreneur and proven marketing | business development executive who's built, grown & transformed marketing organizations including start-ups and large global corporations. Recently Sol launched advisorsavvy.com to help consumers find great financial advisors leveraging his passion for client experience and satisfaction.

Prior to this, he spent close to a decade supporting advisors across the US, Canada and Hong Kong developing and honing their practice using consumer insight and feedback. Specifically, he led the implementation of the Net Promoter Score (NPS) across CIBC Wealth Management as well as launching the BMO Private Bank brand in Canada, Asia and the US that resulted in several awards including Best Domestic Private Bank-US and Best Private Bank Brand Canada.

*Tune in with us today!*

All episodes are **free** to download and stream. **Hear them all at the link below!**



<https://www.canadianmoneysaver.ca/TheMoneySaverPodcast>

JUNE 2023

## SPECIAL FEATURES

**Interest Rate Hikes And Annuity Payouts** *Rino Racanelli 6*

**The Benefits Of Beneficiaries** *Lisa MacColl 8*

**Playing With House Money:  
 Ways to Save for that First Home - Part 1** *Colin Ritchie 11*

**Highlights From Ben Graham Value Investing Conference** *Rita Silvan 16*

**DISCIPLINE** *Benj Gallander 21*

**Crowded Highways A Green Light For Transport Investors  
 Trucking, Logistics Stocks Have Outperformed** *Richard Morrison 23*

**Go, Johnny, Go! Part 2** *Keith Richards 27*

## REGULAR FEATURES



<i>Sharing With You</i>	<b>4</b>
<i>Dividend &amp; Company News</i>	<b>5</b>
<i>Model ETF Portfolio</i>	<b>5</b>
<i>Money Digest</i>	<b>18</b>
<i>Insights From Sector ETFs</i>	<b>19</b>
<i>Annuities Offer Income For Life</i>	<b>22</b>
<i>Top Dividend Yields For U.S. Companies</i>	<b>26</b>
<i>Ask The Experts</i>	<b>30</b>
<i>Portfolio Confidential</i>	<b>32</b>
<i>TSX 60 - Constituents listed by Dividend Yield</i>	<b>34</b>
<i>Canadian DRIPs</i>	<b>35</b>
<i>Top Funds</i>	<b>36</b>
<i>Canadian ETFs</i>	<b>38</b>

EDITOR-IN-CHIEF: Lana Sanichar

EDITOR: Peter Hodson

CONTRIBUTING EDITORS:

Ed Arbuckle, Isabelle Beaudoin, John De Goeij, Donald Dony, David Ensor, Derek Foster, Benj Gallander, Janet Gray, Robert Keats, Ken Kivenko, Marie-Josée Loiselle, Moez Mahrez, Ryan Modesto, Richard Morrison, Caroline Nalbantoglu, Brian Quinlan, Wynn Quon, Rino Racanelli, Barkha Rani, Colin Ritchie, Norm Rothery, Rita Silvan, Allan Small, Barbara Stewart, Kornel Szejber, Brian Tang, Becky Wong.

MEMBERSHIP RATES: All rates for Canadian residents are printed on the inside back cover. Non-residents of Canada may purchase the online edition only at \$19.99 for one year's service.

ADVERTISING: *Canadian MoneySaver* does not endorse or recommend any commercial products, processes, or services other than those specifically copyrighted and marketed by *Canadian MoneySaver*. The advertising of products and services in *Canadian MoneySaver* does not imply an endorsement of any kind. All brands advertised are the trademarks of their respective owners.

For advertising inquiries please contact Nancy Laviolette at [advertising@canadianmoneysaver.ca](mailto:advertising@canadianmoneysaver.ca)

*Canadian MoneySaver* (CMS) is published by The Canadian Money Saver Inc., 470 Weber St North, Suite #104, Waterloo, ON N2L 6J2

Office hours: 9:30 am to 1:30 pm EST

Website: <http://www.canadianmoneysaver.ca>

E-mail: [moneyinfo@canadianmoneysaver.ca](mailto:moneyinfo@canadianmoneysaver.ca)

*Canadian MoneySaver* publishes monthly with three double issues (July/Aug, Nov/Dec and March/April).

*Canadian MoneySaver* is an independent magazine.

The information contained in *Canadian MoneySaver* is obtained from sources believed to be reliable. However, we cannot represent that it is accurate or complete. The views expressed are those of the writers and not necessarily those of The Canadian Money Saver Inc. Neither the information nor any opinion expressed constitutes a solicitation by us for the purchase or sale of any securities or commodities. *Canadian MoneySaver* is distributed with the explicit understanding that *Canadian MoneySaver*, its publisher or writers cannot be held responsible for errors or omissions.

Shareholders of The Canadian Money Saver Inc, editors and contributors may at times have positions in mentioned investments/securities.

Copyright © 2023. All rights reserved.

No reproduction, transmission or publication of any of the contents of *Canadian MoneySaver* is permitted without the express prior consent of the copyright owner. To obtain permission to use any part of *Canadian MoneySaver*, contact Lana Sanichar.

® – Canadian MoneySaver is a Registered Canadian Trade Mark of The Canadian Money Saver Inc.

Printed in Canada. ISSN: 0713-3286

We acknowledge the financial support of the Government of Canada.

Canada Post Publication No. 40035485

JUNE 2023 VOLUME 42, NUMBER 8



**D**o you ever get bored with your investments? Many investors do.

In fact, we see many investors who sell their stocks out of boredom. But this, more often than not, is a big mistake.

Stocks don't go up in a straight line. Sometime they will go down. Often, they will do nothing.

When bored, it is important to distinguish between a stock doing nothing and a company doing nothing. Stocks do not always follow fundamentals. Sometimes they are not even close.

Look at how your COMPANY is doing. If it is growing, paying down debt and increasing dividends, then likely nothing is wrong at all.

Don't let boredom take you out of an investment that you should be sticking with.

Over time, boring stocks can often get higher valuations, because boring means less volatility, and smart investors know this. Weak investors, on the other hand, look for "action".

*Peter*

*Peter Hodson, CFA  
Founder and Head of Research  
5i Research Inc.*

# MoneySaver DIVIDEND & COMPANY NEWS

In this column we list recent news, events, dividend income news and any other relevant information for *MoneySavers*. News items are those received after our last publication date.

Please go to <https://www.5iresearch.ca/dividend-updates> for a more comprehensive list of dividend updates.

- Methanex (MX) raises dividend by 6%.
- PetroTal Corp. (TAL) reinstates dividend of US\$0.015 per share.
- Cenovus Energy (CVE) raises dividend by 33%.
- Telus (T) raises dividend 3.6%.
- Slate Office REIT (SOT.UN) to reduce distribution from \$0.0333 to \$0.01.
- First Majestic (FR) raises dividend 5.6%.
- GFL Environmental (GFL) raises dividend by 10%.
- EQB Inc. (EQB) raises dividend by 6%.
- Thomson Reuters (TRI) plans special distribution of US\$4.67 per share.
- Imperial Oil (IMO) boosts dividend by 14%.

## Canadian MoneySaver MODEL ETF PORTFOLIO

ETF	SYMBOL	CATEGORY	PRICE	# OF UNITS	TOTAL	% OF PORTFOLIO
iShares 1-5 Year Laddered Corporate Bond	CBO	Fixed Income	17.45	506	8,829.70	4.7%
iShares DEX Universe Bond	XBB	Fixed Income	28.12	280	7,873.60	4.2%
iShares S&P/TSX Canadian Preferreds	CPD	Fixed Income	10.84	738	7,999.92	4.2%
iShares S&P/TSX Capped Composite	XIC	Equity: Canada	32.86	740	24,316.40	12.8%
iShares S&P/TSX Cdn. Div Aristocrats	CDZ	Equity: Canada Div.	30.90	613	18,941.70	10.0%
iShares U.S. High Yield Bond Index ETF	XHY	Fixed Income	16.00	350	5,600.00	3.0%
Vanguard FTSE Emerging Markets Index	VEE	Equity: Emerging	32.77	285	9,339.45	4.9%
Vanguard FTSE Developed Europe All Cap	VE	Equity: Interntional	33.21	304	10,095.84	5.3%
SPDR S&P 500	SPY	Equity: U.S.	415.93	41	23,106.99	12.2%
Vanguard US Dividend Appreciation Index	VGG	Equity: U.S. Div.	72.72	217	15,780.24	8.3%
iShares Russell 2000 Growth	IWO	Equity: U.S. Growth	224.20	45	13,670.60	7.2%
BMO Covered Call Utilities	ZWU	Equity: N.A. Div	11.60	604	7,006.40	3.7%
Vanguard Information Technology Index	VGT	Equity: U.S	384.36	27	14,061.81	7.4%
Consumer Discretionary Select Sector SPDR	XLY	Equity: U.S	147.86	60	12,021.02	6.3%
<b>Cash</b>	<b>Cash</b>	<b>Cash</b>			<b>10,817.38</b>	<b>5.7%</b>
<b>Total Portfolio</b>					<b>189,461.05</b>	
Exchange Rate	1.34			\$ Gain/(Loss):	89,461.05	
Inception value:	100,000.00			% Gain/(Loss):	89.46%	
Inception date:	October 18, 2013			% Annualized:	6.93%	

Prices are at market close on April 28, 2023.

Individual prices are in USD\$. Portfolio values, \$Gain/(Loss), % Gain/(Loss), % Annualized all reflect USD\$ values are converted to CAD\$.

Returns include foreign exchange gains/losses

**Current notes:** None.

**Other notes:** Keep in mind all investors are different. This portfolio is designed as a guide in setting up your own personal portfolio. Unique considerations and adjustments need to be made to reflect your personal situation. Please perform your own due diligence before making investment decisions. For use by *Canadian MoneySaver* subscribers only.

*Analysts do not own a financial or other interest in any of the above securities. Past performance is not an indicator of future performance.*

Not for redistribution. Please direct portfolio questions to [moneyinfo@canadianmoneysaver.ca](mailto:moneyinfo@canadianmoneysaver.ca).



# Interest Rate Hikes And Annuity Payouts

Rino Racanelli

**W**ith inflation continuing to hover just below seven per cent and the cost of living increasing for all Canadians, we shouldn't be surprised that the Bank of Canada would use interest rate hikes to control soaring inflation. At the beginning of 2022, I recall the Federal government was contemplating at least six periodic increases in interest rates beginning in March 2022. They have kept their word, and in April and June of last year, we saw substantial increases in interest rates of 50 basis points. When July rolled around, the Bank of Canada made another interest rate hike by a full 100 basis points bringing the Bank of Canada rate to 2.50%. At the time of writing this article (December 2022), we had our seventh consecutive interest rate hike. The latest hike was 50 basis points bringing the Bank of Canada rate up to 4.25%. Quite the jump compared to 0.25% at the beginning of 2022.

## What Effect Do These Interest Rate Hikes Have On Annuity Payouts?

I've been posting the best annuity rates in *Canadian MoneySaver* magazine for the past couple of years, showing the best rates for \$100,000 non-registered prescribed annuities with a 10-year guarantee. Lately, I've been receiving inquiries about how current interest rate hikes have affected annuity pricing, so I thought I'd put pen to paper and show our readers.

Let's take a walk back to January 2022 *MoneySaver* edition and compare what annuities were paying out then to what they were paying at the end of last year.

### January Rates 2022: \$100,000 Prescribed (non-registered) Annuity for Life

Male age 65	\$5,671 annual income
Female age 65	\$5,313 annual income
Joint (M/F) age 65	\$4,840 annual income

Now let's compare the above rates to what annuities were paying in December 2022

### December Rates 2022: \$100,000 Prescribed (non-registered) Annuity for Life

Male age 65	\$6,545 annual income
Female age 65	\$6,205 annual income
Joint (M/F) age 65	\$5,729 annual income

Although short-term interest rate hikes did have an impact, they were not the only factor contributing to annuity pricing. We need to observe what long-term bond rates are doing simultaneously. Long-term bond rates can have a greater impact on annuity pricing since annuity providers are big purchasers of long-term bonds. When long-term bond rates go up, the interest component on annuities also goes up as annuity rates are floating based on long-term bond rates (i.e., 10-year bond rates and beyond).

## Canada 10-Year Benchmark Bond Yield 2022

January 24	1.42%
June 24	3.32%
July 24	2.86%
August 24	3.10 %
September 1	3.18%
October 20	3.66%
December 1	2.83%

(Note: Annuities were paying slightly higher in June compared to July and August when long-term bond rates slightly declined).

Along with short-term interest rates and long-term bond rates, each Canadian insurer calculates its own annuity income rates using the following criteria:

- the amount of annuity purchased.
- the type of annuity purchased.
- mortality rates and the calculation of insurance credits.
- age of the annuitant.
- gender of the annuitant.
- expenses of the insurer, including agent commission.
- source of funds used to purchase the annuity, registered or non-registered.

While higher short and long-term rates do translate into higher income received in an annuity, it's not as great as people think. As the criteria above suggest, annuity payments depend on several factors, with your life expectancy (mortality experience and the calculation of insurance credits) making up the largest shift in annuity income payments. All of this is calculated by the insurance company's actuaries ahead of time and priced into annuity income that the retiree receives from the very first day.

If you're considering purchasing an annuity, future inflation projections should be considered. If inflation continues to increase (rising prices), the return on a bond could also increase but be reduced in real terms, meaning adjusted for inflation. Typically, bonds are fixed-

rate investments, and inflation can be a bond's worst enemy, eroding the purchasing power of a bond's future cash flow. For example, if a bond pays a 4% yield and inflation is three per cent, the bond's real rate of return is one per cent.

If inflation expectations start to dampen, then long-term rates will start to decline in anticipation of lower inflation. We have also seen in the past that short-term rates could end up getting pulled back in the next year or so, which would also potentially lower long-term rates as inflation expectations may reverse and come back down. Since the rates are locked in when you buy an annuity, this can represent an opportunity to take advantage of these higher rates while they still exist.

### Updated at Time of Printing:

#### Annuity Rates May 2023: \$100,000 Prescribed (non-registered) Annuity for Life

Male age 65	\$6,832 annual income
Female age 65	\$6,446 annual income
Joint (M/F) age 65	\$5,924 annual income

(Note: Long term bond rates slightly higher May 9 2023 @2.95%, compared to rates posted above on December 1st @ 2.83%)

*Rino Racanelli, independent annuity advisor  
racanelli@sympatico.ca, www.bestannuityrates.ca*



# The Benefits Of Beneficiaries

Lisa MacColl

**Y**ou work hard and save your money so that when you retire, you still have the income to do the things you want to do, and maybe save some money for your funeral and for your heirs or charities or the care of your pet parrot. There is a vast library of articles about estate planning, but have you looked at your beneficiary designations lately? If you have designated everything to flow to your “estate” and expect your executors to sort it out, read on. There are advantages to naming specific beneficiaries.

This article is intended as general information, and your personal circumstances may vary. None of the following information is intended to be financial advice, and you should always consult a lawyer, accountant or financial professional for specific advice about your personal situation.

## What Is A Beneficiary?

The named beneficiary is the person or persons who will receive your money when you die. You can name one person, a bunch of people (and hope your executor has Kevlar and strong negotiation skills) or your estate. You can name a primary person and then a backup or “contingent” beneficiary, so if person A dies, the funds automatically go to person B without needing to change your Will. You can name a minor beneficiary, with someone to act as trustee until the beneficiary reaches the age of majority (or older) in your province of residence. This also applies if you have an adult with disabilities who will need support.

Naming an actual person as a beneficiary for things like bank accounts, registered funds, and life insurance means those funds can be paid directly to the named beneficiary without going through probate. It’s faster and usually more seamless, and those funds do not form part of the estate for tax and probate purposes.

Now here’s where it gets tricky. If you name the beneficiary as “estate”, then all bets are off, as those funds become part of the general estate and must wait for a Will to be probated. That also means that all those funds are lumped together for the estate fees and taxes and other fun things.

Life has a way of throwing curveballs, and beneficiary designations (and potential trustees and executors) can change over time. Relationships end, people die, and friendships change; what made sense when you originally made the choices may not make sense any longer. When was the last time you read over your Will (if you even have one)?

It’s a good idea to check your beneficiary designations periodically. It’s not good enough to change your designation in the Will and call it a day. You need to check things like your pension, Registered Retirement Savings Plan (RRSP) and life insurance because none of those disbursements must wait for the Will to be probated (although most financial institutions prefer to receive a copy of the Will as well as the death certificate). The named beneficiary is entitled to claim the funds. (pension funds have specific rules for death benefits if you have a spouse.) Once more, for the people in the back, the Named Beneficiary is entitled to claim the funds, and if you forgot to take the former love of your life off your life insurance, they could be literally laughing all the way to the bank before your new family finds out. And good luck getting the money back, especially if you never quite got around to finalizing the divorce. It happens more often than you think.

While you are rifling through your safe or filing cabinet to check those designations, create a master list of your various accounts, the account number, financial institution and address. That way, your executor has all the information necessary to start the business side of the death settlement.



## A Word About Irrevocable Beneficiary

In the words of Inigo Montoya, “You keep using that word. I don’t think it means what you think it means.” What is an irrevocable beneficiary? In simple terms, it means the beneficiary designation cannot be changed without written permission from the beneficiary (unless they are dead, in which case a death certificate will work in lieu of a signature.)

Revocable/irrevocable beneficiary designations are most familiar in the life insurance realm, however you can name an irrevocable beneficiary on any financial product that allows you to designate a beneficiary.

One of the most common irrevocable beneficiary situations occur as part of a marriage dissolution when a life insurance policy remains in the former spouse’s name (or the children of the first marriage) as part of the equalization of assets.

But there’s a catch. By designating an irrevocable beneficiary, you are, in fact, transferring ownership to that beneficiary. You may have had the best intentions in making your three-year-old your irrevocable beneficiary on your RRSP to keep the money out of the grubby paws of your former love, but if down the road you need the funds in that RRSP, you are out of luck.

The minute you ticked the irrevocable box, you ceded ownership to the crayon-wielding toddler watching PAW Patrol. You cannot touch the funds without the signature of the irrevocable beneficiary, who cannot give consent because of that messy little thing called contractual capacity. Even if your little genius can sign their name, you are still out of luck until they reach the legal age of majority in your province of residence.

It’s messy and convoluted to un-designate an irrevocable. That’s why you must specifically tick a box to designate a beneficiary irrevocable (except in Québec when it’s automatically irrevocable unless you designate it revocable.)

Unless a judge in a court-ordered decree has told you to designate the beneficiary irrevocable, it’s generally a bad idea. Your future self will thank you.

## Creditor Protection

As the pandemic taught the world, life can change rapidly, and sometimes bad financial things happen to

good people. When that happens, you may find that people who were initially happy to give you money (credit cards, loans, mortgages) or obligations you may have fallen behind on (spousal or child support) may seek ways to get their money back. That often involves court, court judgements and then seizing assets.

A beneficiary designation can offer some degree of creditor protection. A beneficiary designation to the spouse, child, parents, or grandchild of the account or policy owner is considered a “family class” or “preferred class” beneficiary and gives some creditor protection.

An irrevocable beneficiary designation transfers ownership to the beneficiary and protects the asset from creditors. (although an irrevocable “estate” designation would probably be challenged if it wasn’t flagged when the account was set up in the first place since an estate does not have contractual capacity.)

The courts frown upon last-minute beneficiary designation changes, so it is imprudent to email your change form on the way to speak with your bankruptcy trustee. Besides, the courts have seen it all, heard it twice and will look for shady shenanigans.

Funds such as life insurance and registered retirement accounts are exempt from the clutches of creditors. However, if you cash out the life insurance for the cash value, it’s fair game. A creditor cannot force you to cash out a policy or a retirement account. CRA, however, can seize the proceeds of your bank account, so if the funds hit your account, it’s fair game.

## Taxes

One big advantage of naming a beneficiary for life insurance, retirement products and other financial products is the funds can be paid directly to the beneficiary. The funds do not form part of the “estate”, and the value is not included in the calculation of probate fees or estate taxes. The beneficiary can apply directly for the proceeds, and they can be paid directly. Depending on the value of your estate, that can add up to huge savings.

## Expediency

Death is expensive. Even a simple Will can take a while to make its way through probate court, and in the meantime, your remaining family members (or pet parrot) have continuing expenses, and funerals are not cheap. One advantage of naming a beneficiary to your life insurance or registered products is barring any

complications, if the required documentation is provided, death benefit payments can be processed quickly. That provides less stress for your remaining family members, who don't need to worry about keeping the lights on and a roof over their heads, especially if your death was unexpected.

## Estate

What if you designate all your beneficiaries as “estate” and let the terms of the Will (and trusty executor) settle everything? It might seem like a simple solution, but it can be complicated. Nothing is paid to anyone from estate proceeds until the Will is probated. Then, there is a hierarchy of payments. All your beneficiaries will have to wait until all the funeral, estate and outstanding debts (including probate fees and taxes) are paid before they receive their share, if there's anything left.

Secondly, any creditor protection disappears if you do not have a preferred class beneficiary. While a creditor cannot force you to liquidate assets, if you happen to receive the proceeds, they are no longer protected because they are considered part of your assets.

Pension plan legislation stipulates that a death benefit must be paid to the spouse of the annuitant, whether you designate a beneficiary or name the estate as beneficiary. Remember that scene of the spouse who is still legally married to you but one or both of you have moved on? It can get awkward and messy if you have a legal spouse and a common-law spouse, and both apply for the death benefit. And even if you designate the beneficiary as “estate” for your pension plan, pension legislation supersedes that. Many compliance officers in insurance companies have had to make an emergency chocolate run because a routine death benefit claim got ugly when the Will arrived.

If you have registered accounts such as RRSP/RRIFs, Canada Revenue Agency (CRA) looks at the value of the funds on the date of death and pretends you cashed them and adds the market value to the value of your assets.

The exception to this is a “spousal rollover” provision, which allows the spouse to transfer RRSP/RRIF funds, and locked-in pension funds that are not eligible to pay a pension yet to the spouse's account without cashing the account in and commuting the value.

If you designate the beneficiary as “estate”, you could lose that spousal rollover provision since there is no spouse named beneficiary. CRA might change their mind if you have a designation in the Will, but in the meantime, the funds are off-limits. And CRA is not known for their lightning-quick responses unless you owe them money.

## Conclusion

While it might seem like a simple solution to name a beneficiary in your Will, designate individual accounts to an estate beneficiary and let your executor parcel out the inheritances, it can be expedient and make economic sense to designate beneficiaries on certain financial holdings. It can save stress, fees, and taxes for your loved ones at a time when they are generally dealing with enough of all of those things. A financial professional with estate knowledge can help you figure out the plan that makes the most sense for your personal situation.

*Lisa MacColl is an Ontario-based writer who specializes in B2B and B2C communications, as well as investments, insurance and financial topics. She has also written general interest and parenting articles, and her novella, “Cannoli” is available on Amazon.*



**Canadian MoneySaver Podcast**  
<https://www.canadianmoneysaver.ca/TheMoneySaverPodcast>



# Playing With House Money: Ways to Save for that First Home Part 1

Colin Ritchie

It's not exactly a newsflash that buying a first home in today's Canada is only a pipedream for many. Prices soared to new highs across the nation during the heights of the Covid pandemic and, although we are now well off of those highs, the subsequent rampant run-up in interest rates has vastly decreased how much potential buyers can and should borrow. Making things even worse, 2022's stock market decline chipped away at many potential down payments and the current stratospheric level of inflation means that a portion of many pay cheques earmarked towards home savings have been diverted to things like gas and groceries. The reality is that for many young Canadians, their only chance of getting into the housing market any time soon is from either playing the lottery or with a little help from someone else.

While reading this article will not create a down payment out of nothing or magically reduce mortgage payments, a little strategic financial planning, a lot of patience and a healthy assist from the investment gods may ultimately see you or your loved ones finally in a place of their own. Whether you're saving up for your own abode or a parent / grandparent looking to give a youngster a leg up, here are a few ways suggestions to help achieve this lofty goal.

## What This Article Won't Do

I don't plan on talking about any provincial programs that focus on saving property transfer tax, nor any federal or provincial programs that rebate any PST, GST or HST when buying new or substantially renovated homes. I will say in BC that if a couple is purchasing a home and one has already owned a home previously, it's worth getting legal advice to discuss potentially having solely the first-time buyer on title initially.

I also don't plan on providing any specific investment

recommendations, other than a few quick comments that I'll make now. First, just like when setting up any other investment account, picking investments that match your time horizon is vital, as is also adjusting this mix as you get closer to the finish line. Although swinging for the fences can pay dividends if you capture a market upturn, the reverse is true if the market swings the other way. If you've already saved up enough for that down payment, it's time to take risk off the table and reduce volatility. This is particularly important for savers already shopping the market or waiting to close on a property, but also applies for those of you perhaps still a year or two away, waiting for prices and / or rates to drop before putting a toe into the property market. This opportunity might instead pass you by if your investment portfolio suffers a similar decline.

You'll also need to make your own investment decisions or get professional advice, but a couple types of investments I currently own might not be things many of you have considered before. I currently own both some private mortgage funds (MICs) geared towards residential mortgages and some structured notes that provide both a healthy income and downside protection. There are downsides and risks to both, as there are for any investment, but both of these minimize stock market risk, although you'd also need to confirm that minimum holding period isn't too long for your purposes, and whether you have sufficient income or savings to meet eligibility requirements. And, neither of these options are appropriate for all savers.

## Setting The Stage

For many, the best path to their first front door will combine several of the different strategies I'll discuss below – there are contribution or withdrawal limits to some of the government plans meant to assist with first

home purchases, which means having to fund more than one type of savings or investment account and deciding what to fund first. Finally, if other family members are also hoping to assist youngsters, they won't have access to all of the same government assisted savings plans. Ultimately, if purchasing that home requires a combined family effort, the best strategy may involve different people saving or contributing in different ways.

Furthermore, just to make this all that more confusing, one size will not fit all, as we all have different financial realities, timelines and goals. Your job after reading this article will be to cherry pick what options best fit your reality and take whatever steps are required to move forward, either on your own, with the rest of your family or with the assistance of whatever advisors you need to make things happen.

I will also wait until next time to discuss some of the considerations parents and grandparents wishing to contribute can do to protect themselves and the lenders in lieu of gifting, such as lending, guaranteeing mortgages or co-owning.

So, with no further delays, prevarications, or qualifications, here we go . . .

## **Tax Free Home Savings Accounts (“FHSA”) – Coming April 2023 to a financial institution near you**

### **Key Benefits:**

- Tax- deductible contributions.
- Tax-free withdrawals with no repayment requirements.
- No cap on the amount that can be used for a down payment, although there is a cap on yearly and total contributions.
- Flexibility to transfer back and forth into RRSPs.

### **Key Disadvantages:**

- \$8,000 annual funding limit and \$40,000 lifetime funding cap.
- Limited carry-forward room if you don't maximize each year's limit.
- A higher income spouse can gift a spouse the money to fund the spouse's contribution, but the lower income spouse must claim the deduction.

- Although initially, savers were forced to choose between either using the RRSP Homebuyers' Plan or the FHSA, recent changes now allow them to use both options. Accordingly, this disadvantage no longer applies!

This account combines the best features of both RRSPs and TFSAs. Starting in 2023, everyone over 18 (or over 19 in provinces with a higher age of majority) who hasn't owned a home in about five years can contribute \$8,000 each year if maximizing their yearly contributions into this account, with a lifetime contribution limit of \$40,000. Like a TFSA, contribution room is based on age rather than income. As well, all qualifying withdrawals are tax-free, with no repayment requirements, unlike when borrowing from an RRSP. Even better, there is no cap on how much you can eventually withdraw, other than you can only keep your account open 15 years. In other words, although you can only put in \$40,000 and will have to wait at least 5 years to squeeze in your last dollar, you could potentially withdraw hundreds of thousands tax-free if you corner the stock market and / or get a little lucky, particularly if the money has many years to compound. Of course, swinging for the fences can also mean watching your contributions vanish, so make your investment decisions with your eyes wide open.

As is true for RRSPs, contributions are tax-deductible, which allows investors to invest more, since contributions either reduce how much they have to set aside for taxes or will result in a tax refund to refill the coffers. And there is no need to deduct contributions in the year they are made if expecting a big bump in salary next January (and thus a bigger refund) or that first real job is many years away. It's even possible to transfer RRSP money to your FHSA to fund contributions if money is tight one year, although you won't get any RRSP contribution room back. The reverse is also true if you ultimately never enter the housing market – you can transfer FHSA money into your RRSP without triggering tax and the amount transferred will not affect your regular RRSP contribution limits.

That said, my suggestion is to investigate funding the FHSA if not already attending open houses and schmoozing with mortgage brokers. The funds can always be transferred to the RRSP and used towards that down payment option if HBP ultimately turns out to be the best way forward. And, if that first purchase is delayed a few years and / or the investments in the FHSA do well, the saver can simply fund the down payment from the FHSA. As an added bonus, since money deducted under the FHSA doesn't count against RRSP contribution limits, if

the funds are ultimately transferred to the RRSP anyway, the saver will have more RRSP contribution room for use in the future compared to someone who instead put the same amount into an RRSP instead.

If maximizing FHSA contributions, the next question is where to put your next dollar of savings – a TFSA or RRSP. Generally, savers in a lower tax bracket with a longer time horizon before purchase are often better off putting extra funds into their TFSAs after maximizing FHSA contributions if hoping to eventually save the highest down payment possible --since the HBP caps withdrawals at \$35,000, putting the extra cash into a TFSA after funding the FHSA could eventually mean a far larger down payment one day, since both the TFSA and FHSA allow the full account balance to go towards that first home should the investments in them grow like gangbusters, unlike the RRSP Homebuyers' plan that caps how much you can borrow from yourself at \$35,000. Moreover, the saver can always withdraw funds from the TFSA at a later date to make catchup RRSP contributions if that ultimately looks like the best way forward, particularly if the saver is now in higher tax bracket and, accordingly would get a bigger tax refund per dollar contributed. And, if the money has grown inside the TFSA, the saver might actually have more dollars to contribute to the RRSP in the future anyway, which can mean an even higher tax refund and even more money for the pending purchase. Accordingly, as you can see, some savvy savers might actually use all three registered savings plans to maximize their downpayment dollars.

Changing directions, there is one major drawback to the FHSA – this plan offers minimal catchup contributions. Savers cannot carry forward any unused contribution room unless they've already opened a FHSA. Moreover, even after a plan is in place, savers who don't take advantage of their yearly maximum contribution can only carry forward a combined \$8,000 to use later, capping out yearly contributions at \$16,000. In other words, if you don't open an account in 2023, you will have no carryforward room for 2024 and can contribute only \$8,000. And, if you do open an account in 2023 and contribute \$1,000, you'd be able to contribute \$15,000 in 2024. One matter I still want clarified is what happens for a saver who has not made any contributions for many years after opening an account – are they stuck with a single \$8,000 catchup contribution when they do have the funds, plus that year's regular \$8,000, or do they get to do the same thing the next year as well until they hit their \$40,000 lifetime contribution limit?

Due to this limited carryforward room, regardless of the answer to this question, if looking to use the plan, it makes sense to start sooner rather than later, even if making only a minimal contribution or perhaps transferring money from an RRSP directly to the FHSA to come up with the necessary cash. One final question that still remains in my mind is whether money in a spousal RRSP (i.e., one funded by presumably the higher income spouse for that other's benefit) can be transferred to the receiving spouse's FHSA. Finally, if you are still unable to make your contribution but your spouse has a few extra dollars kicking around, (s)he can lend you the necessary funds, which is an exception to the normal tax attribution rules.

## Registered Retirement Savings Account Home Buyers Plan (“RRSP” or “HBP”) – Borrowing from tomorrow to help pay for today

### Key Benefits:

- Contributions are tax-deductible and unused contribution room can be carried forward indefinitely.
- Higher earners or those with lots of unused room can maximize funding far sooner, which can be important for savers close to purchasing.
- Flexibility to transfer back and forth with FHSAs.
- Potential tax savings if higher income saver can contribute and write off contributions to a lower income spouse by funding a spousal RRSP, which can be used to increase the down payment.

### Key Drawbacks:

- Withdrawals capped at \$35,000 and must be repaid within 15 years starting from a couple years post withdrawal in yearly increments.
- Takes away from growth of retirement savings.
- Income-based, so starving students may not be able to contribute until employed and have qualifying income. Savers with defined benefit pensions will have limited RRSP contribution room.
- Borrowing from your RRSP to fund a down payment disqualifies that saver from also using the FHSA. – No longer true!

Although RRSPs are designed primarily to save for retirement, there is an exception for anyone who hasn't owned a home in essentially 5 years or, regardless of how long the gap between homes, if you're recently divorced. You can borrow from yourself interest-free, but you need to start repaying your RRSP account a couple years later according to a 15-year repayment schedule. If you don't make a repayment, you're taxed on that year's minimum repayment amount as if you'd made an RRSP withdrawal of that same sum. On the other hand, you don't get any new tax deduction when repaying yourself, as you already got your discount when contributing in the first place, which makes repayments more onerous than regular deductible contributions. For couples in different tax brackets, it's possible for the higher income spouse to make contributions to something called a "Spousal RRSP" and for the receiving spouse to use that money towards the down payment. The contributing spouse uses up their own RRSP room and gets the tax deduction, but the money goes into a separate RRSP that the receiving spouse can use to come up with all or some of their own \$35,000 in eligible withdrawals. Ultimately, most couples using this strategy aim to have \$35,000 each to put towards a down payment, whether each funds their own plan or if the one in the higher tax bracket helps the other come up with all or some of the necessary funds through spousal RRSP contributions. Using the Spousal RRSP option if there is a big disparity in taxable incomes and the goal to only contribute enough RRSP dollars to max out the HBP, then the Spousal RRSP option can be a gamechanger.

The spousal contribution option is one perk that is exclusive to HBP – the FHSA allows us to only deduct contributions to our own accounts (even though we can lend a spouse the cash for their contributions.) As a result, the HBP is more tax-efficient for couples in wildly different tax brackets, since the higher income spouse can essentially contribute for both of them and have the tax deductions based on that spouse's income.

Moreover, unlike the FHSA, RRSP room is based on taxable income. Savers without work pensions can contribute 18% of their qualifying income to next year's RRSP to a yearly cap that will be \$30,780 in 2023, plus all previously unused contribution room. The result is that savers that are late to the game can potentially put in and deduct a lot of money in a hurry to fund a HBP withdrawal, unlike the pending FHSA, which is a longer-term play.

Unfortunately, savers with work pensions earn far less RRSP room but might still be able to play RRSP catchup

if they have lots of unused room from the past. As a result, although the HBP might not be ideal for some savers with significant work pensions and microscopic RRSP room, all is not lost if they already have a sufficient RRSP, a spouse that could make a spousal RRSP contribution, or enough RRSP room from the past to get there on their own.

## Tax-Free Savings Account ("TFSA") – Maximum flexibility, but no write-off

### Key Benefits:

- Maximum flexibility, as this account can be used for any other purpose without triggering tax if plans change.
- Not income-based, so savers over 18 or 19 can start funding contributions even if not working, should other family members wish to lend a hand.
- Any withdrawals can be recontributed in the next tax year onward.
- All unused contribution room can be carried forward indefinitely, which can allow large initial contributions for older savers.
- Can be used in conjunction with either the FHSA and the RRSP Homebuyers' Plan, or both.

### Key Drawbacks

- No deduction for contributions.
- Limited annual new contribution room (i.e., \$6,500 for 2023.)

The TFSA is a general-purpose savings account with no deduction for contributions, but both tax-free growth and tax-free withdrawals, regardless of how the money is used. Everyone 18 or older earned \$6,500 in new contribution room for 2023 and can contribute any unused room from past year whenever the heart desires and finances allow from the year they turn 18 onward (or 19 in places like BC.) Moreover, any withdrawals may be recontributed in later years, which is an important benefit to this program that I'll say more about later.

The major advantage of the TFSA is that it can also be used in conjunction with either or both of the other two options, either to augment savings after maximizing contributions to either RRSPs or FHSAs, or as way to build savings until the saver has enough taxable income to benefit from either of the other plans. In other words,

rather than funding an RRSP initially when in a low tax bracket, the money could instead grow tax-free in a TFSA first before eventually going towards RRSP contributions when the saver can actually benefit from claiming the RRSP deductions. Even better, when the money is eventually contributed to the RRSP, hopefully the amount that can be contributed will have grown due to savvy investing while the money was in the TFSA, which means a bigger tax refund that would have been possible if the money had gone straight into one of the other two options.

The same applies to FHSA contributions as well if the saver isn't in a high tax bracket, although savers would still likely want to max their \$8,000 per year contributions to that plan asap and only use the TFSA for the excess. That's because the \$8,000 that goes into the FHSA is tax deductible (unlike TFSA contributions) and the saver can wait until in a high enough tax bracket to make claiming the deduction worthwhile.

Finally, unlike the HPB, there is no maximum withdrawal limit on a TFSA, nor any repayment requirement. An investor maximizing both TFSA and FHSA contributions could hypothetically fund the entire purchase using these plans if they hit an investment grand slam or didn't live in a place like Vancouver or Toronto. And, the previously mentioned ability to recontribute any

withdrawals will increase how much (s)he can shield from tax in the future if they strike it rich or want to tax shelter some of their inheritance one day – someone contributing \$50,000 to a TFSA but later withdrawing \$150,000 would be able to shelter \$100,000 more when their ship comes in later in life than someone who never used their TFSA in the first place! When the tax savings from having that extra hypothetical \$100,000 to recontribute and grow tax-sheltered for perhaps decades are factored into the mix, the TFSA starts to look better and better.

Buying a first home in Canada has never been more difficult, and unless today's combination of high prices and high-interest rates ease off, things may not be changing any time soon. For that reason, more than ever, knowing how to maximize every saving and funding opportunity that can still make this dream a reality is critical. On the other hand, options and strategies do exist. Your job is to review the information I've provided and what you can find from other sources and do what you can to make every dollar go as far as possible, whether you're saving for that house yourself or helping someone you love to get their first home.

*Colin S. Ritchie, B.A.H. LL.B., CFP, CLU, TEP and FMA is a Vancouver-based fee-for-service lawyer and financial planner who does not sell investment or insurance, just advice. To find out more, visit his website at [www.colinsritchie.com](http://www.colinsritchie.com).*

## MoneyTip

### Why Re-Investing Your Tax Refund Is The Smart Option

If all goes well, income tax refund payments will resume following a tentative labour agreement between Ottawa and Canada Revenue Agency (CRA) workers.

The pause provides a great opportunity for Canadians who contributed to their Registered Retirement Savings Plans (RRSP) to reflect on how they are going to spend their refunds.

Many see it as a windfall—or fun money—and might not realize that the biggest advantage of an RRSP is lost unless the refund is re-invested.

#### RE-INVESTED REFUNDS COMPOUND RRSP SAVINGS

The RRSP is a great retirement saving tool because contributions and the tax savings they generate can grow in investments tax-free over a long period of time

If you are one of the many Canadians who scramble every February to make your RRSP contribution before the deadline, consider getting a jump on this year's tax savings by re-contributing your refund.

In addition to taking some of the pressure off, re-investing your refund will generate another refund next year, and that re-invested refund will generate another refund—and so on.

Re-investing refunds can super-charge RRSP savings over the years but it's important to keep in mind that all those contributions, and all the returns they generate will eventually be taxed when they are withdrawn.

*Continued on page 25*



# Highlights From Ben Graham Value Investing Conference

Rita Silvan

If value investors had a theme song, it might just be Tina and Ike Turner's Proud Mary:

***"You see we never ever do nothing  
Nice and easy  
We always do things nice and rough..."***

And rough is how you'd describe the drubbing value investors have taken for the past decade. Total returns from growth strategies trounced those from value investors although, historically, value has the edge with 4.1% average outperformance since 1927.

At this year's Value Investing Conference, the mood was upbeat as value investors are seeing signs that with the changing regime of rising interest rates and a tighter credit market, stock valuations will no longer grow to the sky, to paraphrase Warren Buffett, and intrinsic value and margins of safety will come to the fore once again.

The agenda was filled with insightful speakers such as Anthony Scilipoti, cofounder of Veritas Investment Research and Howard Marks, co-founder of Oaktree Capital, among others who shared their thoughts on what might be around the corner and where to invest now.

## Can You Dig It? Forensic Accounting Expert And Veritas' Founder Anthony Scilipoti

Anthony Scilipoti of Veritas Investment Research kicked things off with "How to Invest like a Forensic Accountant". As an independent firm, Veritas is not shy about their analyst reporting. "Sell is a four-letter word in the industry," said Scilipoti. He and his team take what he calls a "forensic accounting approach" to company balance sheets and annual reports. Describing himself as a "skeptical optimist", he takes a three-part approach to company analysis;

1. Evaluate the business and reporting control environment;
2. Identify "flammable" items; and
3. Look for sparks, e.g. higher interest rates.

His lively talk was a roller-coaster ride through some of the biggest flame outs in Canadian business in recent times including Nortel which in 2000 represented 66% of the TSX and was, "a microcosm of growth by doing everything wrong by compounding the ills of the accounting and investment industries." That year, Nortel reported a \$6 billion difference in US vs Canada GAAP. "Nobody cares until they care," he said. "And then they care a lot. It was like students writing their own report cards!" Eight years later, Nortel was bankrupt. Other egregious examples included Bombardier ("conglomerate accounting story and an interest allocation shuffle"), Yellow Pages ("classic accounting story"), and Valeant Pharmaceuticals ("changing accounting methods after each acquisition").

## Investor Takeaway:

### 1. Look for flammable items:

- Change in communications.
- Change in internal control structure and dynamics.
- Change in non-GAAP metrics.
- Change in accounting methods.
- Change in economics or competitive dynamics.
- Unusual difference between cashflow and operating income.
- Unusual divergence in business strategy.

### 2. Look for sparks:

- Change in credit environment.
- Change in economic environment.



### 3. Don't over depend on what you think is your strength:

Scilipoti shared his Intrawest story. Intrawest Resort Holdings was a developer of luxury travel resorts and owned properties in Whistler and Vail. The company was highly leveraged and, as an accountant, Scilipoti was negative on the company due to its weak balance sheet. What he neglected to consider was Intrawest owned some spectacular properties. In 2006, the company was bought out with a 32% premium by Fortress Investment Group.

### 3rd Great Sea Change is Now, says Howard Marks, co-founder of Oaktree Capital

The candy store is closed, and the sugar rush of cheap money is over. According to Howard Marks, co-founder of Oaktree Capital, this change in monetary policy marks a big sea change. "Buyers are not eager, and holders [of credit] are not so compliant," he said.

As interest rates finally settle, they are likely to do so at higher than historical levels; he expects closer to two to four per cent versus zero to two per cent and certainly much higher than during the past decade and half when loose monetary policy from central banks drove prices higher for all types of assets—from equities, real estate, art, and crypto. Investors who believed they had special skills because of strong returns misunderstood the context, Marks said. "It's like walking through an airport on a moving walkway. Your progress is the sum of your speed and the speed of the walkway. You may think you're a fast walker but that's because you are not paying attention to the environment." He believes the most dangerous situation is when "there is too much money and too many people who want to put it to work."

"Before the GFC, there was no credit control," he said. "There was very little difference between good and bad companies." (Prior to the Great Financial Crisis, he had a laddered portfolio of Treasuries with an average yield of five per cent.) Marks expects the next five to ten years to be what he calls, "a less easy period" in what works [in investing] and what doesn't. Despite pockets of correction, Marks still sees the U.S. market overvalued at 19 p/e. He says he would not be surprised if the S&P 500 dropped another 15 to 20% from here during a period of adjustment.

The elephant in the room was machine learning and generative AI and what effect it may have on investing. Marks still sees a role for hands-on, boots-on-the-ground investors. "Can a computer sit with five business plans and figure out the next Amazon? Or meet five CEOs and predict which one will be Steve Jobs? Or figure out how

a company is going to be restructured?" At the present time, AI is good at knowing about the past but is not good at qualitative or future oriented situations, he added.

### Investor Takeaway

1. Know your environment. "Nothing kills returns like too much money."
2. Know yourself. You can't change them, but you can become more aware of your biases and learn to mitigate them.

"My parents were born in the first decade of the 20th century and were adults during the Great Depression. This generation worried like crazy and never put all their eggs in one basket. My upbringing made me perhaps too conservative and chicken which can be good for investing in distressed debt. However, at Oaktree we've been accused of being too conservative."

3. Be wary of success because "it is cyclical and carries the seeds of failure—and vice versa!"
4. Regarding cryptocurrency: "This time is not any different but more than 20% of the time it is different. We'll have to wait and see."
5. Any tips on becoming a good investor: "I always recommend luck."

### Value-oriented companies mentioned by conference panelists:

- Altagas (ALA); margin of safety 37%
- Willis Towers Watson PLC (WTN); margin-of-safety 25%
- Constellation Software (CSU)
- Expeditors International (EXPD)
- Credit Acceptance (CACC)
- International Continental Exchange (ICE)
- Fastenal (FAST)
- Eurofins Scientific (ERF)
- Sectors of interest: commodities complex; materials; oil, Treasuries
- Geographies of interest: Europe, Japan, U.S. Canada

*Rita Silvan, CIM is a finance journalist specializing in women and investing. She is the former editor-in-chief of ELLE Canada and Golden Girl Finance. Rita produces content for leading financial institutions and wealth advisors and has appeared on BNN Bloomberg, CBC NewsWorld, and other media outlets. She can be reached at rita@ellesworth.ca.*

## WELL: RECORD PATIENT VISITS; STRONG ORGANIC GROWTH

### INVESTMENT THESIS.

WELL is in the early innings of establishing itself as a large provider of tech-enabled healthcare delivery. For investors, it is an M&A consolidator, which can drive value within the massive healthcare market that is ripe for digital transformation. Leadership has shown an exceptional capability to execute disciplined accretive M&A and to acquire valuable technology that can scale. Secular changes accelerated by the pandemic are strong tailwinds that support WELL's strategy to leverage technology and drive efficiencies in healthcare, in turn improving patient outcomes and generating shareholder value.

### EVENT

WELL reported preliminary Q1 KPIs which point to a strong start to the year. The company's U.S. assets (CRH, Circle Medical, Wisp), continued to drive substantial organic growth. Management highlighted that Q1 would mark WELL's fifth consecutive quarter of double-digit organic growth, a notable feat in healthcare delivery. WELL remains one of our favoured names given its M&A execution, cash flow generation and long runway of growth. Following the news, we have revised our forecast.

### HIGHLIGHTS

- **Q1/23 Patient Visits and Interactions** | WELL achieved total patient interactions of 1.4M in Q1, representing 27% y/y growth. Canadian Patient

Services accounted for 504K visits, representing an increase of 14% y/y. U.S. Patient Services accounted for 472K visits, representing an impressive 40% y/y increase, which was driven by organic growth in Circle Medical and Wisp. Technology interactions grew 32% y/y to 422K.

- **Balance Sheet and Cash Flow** | WELL ended the year with \$48.9M in cash and reduced its net debt position (incl. operating lease) to \$306M (\$336M in 2021). It also paid down deferred acquisition cost liabilities, which it reduced from \$85.6M to \$38.5M. We expect to see an improvement in cash flow generation in Q1, as payments for deferred acquisition costs start to taper off.
- **M&A and Public Sector Tailwinds** | Recall, we saw two notable strategic acquisitions in the HealthTech space: CVS acquired Oak Street Health (3.4x 2023e sales) and Amazon acquired One Medical (~2.9x 2023e sales). While we consider both of these companies as directly comparable to WELL, we highlight that WELL differentiates in being EBITDA positive and cash generating. We have also seen an improving regulatory landscape with additional funds coming into the healthcare market. The Trudeau government announced a 10-year \$196B budget for healthcare, including \$46B in additional incremental spending from previous packages.

*Source: Paradigm Capital*



## INSIGHTS FROM ETFs

# ETFs FOR THE REGISTERED EDUCATION SAVINGS PLAN (RESP)

BARKHA RANI CFA | INVESTMENT ANALYST | 5i RESEARCH

**R**egistered Education Savings Plans (RESPs) are designed to help Canadian parents save for their children's post-secondary education. An RESP is a tax-sheltered savings account that a parent, guardian, grandparent or other relative/friend (called a subscriber) over the age of 18 can open for a child under the age of 18 (called the beneficiary). An RESP can be used to cover any education-related expenses once enrolment in a qualifying post-secondary program can be confirmed. Eligible expenses can include tuition, books and transportation. The federal government provides a 20% Canadian Education Savings Grant (CESG) grant on the first \$2,500 contributed annually, up to a lifetime maximum of \$7,200 per child. Low- and middle-income families can also qualify for up to \$2,000 from the Canadian Learning Bond (CLB).

### ADVANTAGES OF AN RESP

RESPs offer an excellent way for parents to save for their children's post-secondary education as they offer several advantages. First, RESP contributions are tax-deductible, up to a certain limit, meaning parents can save money on their taxes. Second, government grants for different income levels help boost total savings in the RESP. Additionally, investment earnings and gains in an RESP can grow tax-free until withdrawn, which can result in significant savings over time. Lastly, the money can be withdrawn tax-free to pay for qualified expenses including tuition, books and living expenses.

### HOW DOES AN RESP WORK?

Eligible funds contributed to an RESP by the subscriber compound tax-free until the funds are withdrawn for educational purposes. When the funds are withdrawn for the student's education, the student

claims them as income. Students are usually in a lower tax bracket than the subscriber, and therefore taxes on the earnings and grants will be lower. Unused RESP funds can be rolled over to a Registered Retirement Savings Plans (RRSP) or transferred to another beneficiary.

To optimize an RESP, it is important to start early and contribute consistently. When choosing investments for an RESP, it is important to consider the child's time horizon and risk tolerance with the capital. For example, for younger children who are many years away from starting post-secondary education, a portfolio tilted to growth-oriented assets may be more suitable. As a child gets closer to the age of starting post-secondary education, it may be prudent to move some or all the RESP assets into conservative assets such as bonds, GICs or even cash.

Exchange-Traded Funds (ETFs) offer an attractive option for investing in an RESP given the ease, low fees, and more flexibility. ETFs also help reduce the workload with maintaining a portfolio of securities as they are often rebalanced in tandem with the underlying index.

Here are a few ETFs that you can consider for an RESP:

#### **iShares Core MSCI All Country World ex Canada Index ETF (XAW)**

Offering global exposure, the iShares Core MSCI All Country World ex Canada Index ETF (XAW) tracks the performance of the MSCI All Country World ex Canada Index, which includes companies from both developed and emerging markets. Nearly 61% of fund assets are invested in U.S. companies. Sector-wise, Information Technology, Financials and Healthcare are the top sector exposures. XAW charges a Management Expense Ratio (MER) of 0.22%, offers a distribution

yield of 1.65%, and manages just over 9,000 underlying securities.

### **iShares Canadian Select Dividend Index ETF (XDV)**

The iShares Canadian Select Dividend Index ETF (XDV) tracks the performance of the Dow Jones Canada Select Dividend Index and offers exposure to invest in Canadian equities. The benchmark includes companies that have a history of paying high dividends. By holding XDV, investors can achieve exposure to Canadian equities and earn dividend income. The fund charges an MER of 0.55%, offers a distribution yield of 4.2% and manages 30 underlying securities. Not surprisingly, Financials represent nearly 50% of the fund's total assets, while Utilities and Communications represent 12% and 11.7%, respectively.

### **iShares S&P/TSX 60 Index (XIU)**

The iShares S&P/TSX 60 Index (XIU) is an excellent option for investors who want broad exposure to the Canadian stock market. The ETF tracks the performance of the S&P/TSX 60 Index, which consists of 60 of the largest and most liquid Canadian stocks. The fund charges a low fee of 0.18% and offers an attractive distribution yield. The top sector exposures are Financials at nearly a third, Energy at 17%, and Industrials at 13%.

### **Vanguard FTSE Canada All Cap ETF (VCN)**

The Vanguard FTSE Canada All Cap ETF (VCN) tracks the FTSE Canada All Cap Index, which includes small, mid, and large-cap Canadian stocks. Small and mid-cap exposures are beneficial for investors with young children as they have a longer timeframe before the money is withdrawn. Nearly 20% of VCN's assets are invested in mid- and small-cap companies. Charging a fee of 0.06%, VCN is one of the most affordable ETFs in the market.

### **iShares Core S&P500 Index ETF (CAD-Hedged) (XSP)**

Investors looking to diversify the RESP portfolio with exposure to the U.S. stock market should consider the iShares Core S&P500 Index ETF (CAD-Hedged) (XSP). This ETF tracks the performance of the S&P500 Index, which includes the 500 of the largest U.S. stocks. XSP is included in this list (instead of SPDR S&P 500 ETF Trust (SPY) ) for vanilla-like investors who want to eliminate currency risk since XSP is CAD-hedged. XSP has an expense ratio of 0.10%.

### **iShares Canadian Universe Bond Index ETF (XBB)**

Investors who want to add fixed income exposure for diversification benefits can consider iShares Canadian Universe Bond Index ETF (XBB). This ETF tracks the performance of the Barclays Capital Canada Aggregate Bond Index, which includes a broad range of Canadian investment-grade fixed income securities. The fund makes a monthly cash distribution and is well-diversified across maturities. Nearly 38% of XBB's assets are invested in federal bonds, with another 35% in provincial bonds, with the remaining invested in corporate bonds. Nealy 73% of total exposure is rated AA or above. XBB charges an annual fee of 0.10% and currently has a distribution yield of 2.90%.

When considering ETFs for an RESP, it is important to note factors such as expense ratios, diversification, and the overall investment mandate for the fund. Investors should also consider the different types of ETFs available, such as those that track an index, provide exposure to a specific sector or region, tracks a different asset class, or those that are actively managed.

Additionally, investors should also consider a child's age and the expected education expenses. RESPs for younger children have a longer investment horizon, allowing for more risk in the portfolio, whereas, an RESP for a child nearing the start of their post-secondary education, may require a more conservative portfolio.

Lastly, parents should also be aware of the fees associated with RESP accounts. In addition to the fees associated with ETFs, RESP accounts may also charge account administration, contribution, or withdrawal fees. It may be beneficial to shop around and choose an RESP that has low fees and does not erode investment returns.

Overall, RESPs are a smart way for Canadian parents to save for their children's post-secondary education while taking advantage of government grants and tax benefits. By using ETFs, parents can optimize their RESP portfolios and help ensure that their children have the financial means to pursue post-secondary education.

*Disclosure: Authors, directors, partners and/or officers of 5i Research have a financial or other interest in XIT and ZRE.*



# DISCIPLINE

Benj Gallander

In the second of my three best-selling books, *The Uncommon Investor, a contrarian's guide to investing in the stock market*, I have one page where the only line written is: WITHOUT DISCIPLINE, YOU HAVE NO METHOD. Given that I gave those words a full page, I consider this critical to investing well and achieving good returns.

This is easier said than done. As markets do what markets do, up and down and all around, sometimes gyrating widely, it can be difficult to maintain personal control. It is kind of like the tremendous fighter Mike Tyson said: “Everyone has a plan until they get punched in the mouth.” When stock markets get pummeled, it is not so easy to avoid panicking and just sit back and take it while knowing that inaction, as compared to reaction, is the best solution.

So, what can people do to be more controlled? Well, the field of psychology is full of books that can help you in this arena. Just throw something like “Self-discipline” into your favourite search engine and watch the ideas and books unfold.

One thing that many people want to do is the so-called “Keeping up with the Joneses.” When your neighbours are tooling around in new cars, many with the latest technology as they espouse the brilliance of Elon Musk, pushing along in your old car seem kind of backwards.

You think to yourself, “Now, if I had just followed John-Boy and Jim Bob into cryptos and marijuana, I

could be living in the best neighbourhood in the city, with my palatial cottage waiting for me on weekends.” But wait, those who piled into those areas looked super smart for a while, but the piper came calling. Chasing would not have worked out so well.

So here is something to do: read widely. Check out some of the many investing systems that people are espousing out there. See what makes sense for you. Perhaps like I did, combine various methodologies into one that suits your personal temperament. Do some paper trades to see if it seems to work. Over time as you continue your education, tweak your system. It is impossible (I thought to write “highly unlikely” but realized that “impossible” is far more realistic) to start with the ideal system. Evaluate what has gone right and what has gone wrong and learn from both sides of the results.

Then, evolve your methodology over time. Being disciplined is different from being stagnant. Over the 45+ years that I have been investing, I have modified the system to some degree. Part of that is because of continuing to learn, and another portion is because markets have transformed to some degree.

Modern technology has also allowed me to improve how I do things, with efficiencies and depths that simply were not available before. (How many of you are still using the search engines of Hotbot, Ask Jeeves, AltaVista and AOL? Probably not many.)

***Promise yourself  
that you will  
attempt to be  
patient when  
investing.***

# Annuities Offer Income For Life

## Prescribed Annuity Rates: \$100,000 10-year Guarantee

1. Male Single Life Prescribed Annuity  
ages 65, 70, 75 and 80

Male age at purchase	Annual income	Annual Taxable Amount
65	\$6,539	\$1,609
70	\$7,290	\$1,394
75	\$8,238	\$1,237
80	\$9,366	\$1,253

2. Female Single Life Prescribed Annuity  
ages 65, 70, 75 and 80

Female age at purchase	Annual income	Annual Taxable Amount
65	\$6,284	\$1,949
70	\$6,859	\$1,534
75	\$7,716	\$1,243
80	\$8,834	\$1,083

3. Joint Life Prescribed Annuity  
Male/Female ages 65, 70, 75 and 80.

Joint age at purchase	Annual income	Annual Taxable Amount
65	\$5,757	\$2,008
70	\$6,301	\$1,714
75	\$7,086	\$1,473
80	\$8,208	\$1,315

Annuity income values were obtained from highly rated Canadian insurers and are for illustration purposes only.

Annuity rates change daily. Income and tax rate will depend when the annuity contract is issued.

**Rino Racanelli**, independent annuity advisor  
 racanelli@sympatico.ca  
 www.bestannuityrates.ca

One thing that should not be done when investing is PANIC!" Too many people do, and more often than not, it costs money. One thing that I like to say is: "Panic before everyone else." No, I do not mean this literally, but yes, a disciplined panic can make sense. While that does sound like an oxymoron and can be, it also can be a wise strategy.

There is a myriad of practices that you can use when investing. I have learned to avoid all Initial Public Offerings (IPOs), for example. That does not mean that you cannot make oodles of money from them (especially those that peddle them), but statistics show that most are down in value about a year later. So, I simply exclude them from my dance card. I also only invest in companies that have been around for at least ten years. That means that I can easily miss the hottest fads, but ultimately, I know that they normally do not lead to success.

By simply adhering to these two principles, I eliminate a ton of investing possibilities, and it makes my evaluation of opportunities simpler. Is it tough sometimes when people are making gobs of money in crypto, and I am making none? For me, it is not, and I am satisfied with my simplification of investing possibilities.

In another best-seller of mine, *The Contrarian Investor's 13 How to Earn Superior Returns in the Stock Market*, I discuss many of the other investing systems out there. Many of them were combined to create my system. One does not have to attempt to reinvent the wheel to capitalize. As an aside, I still have some copies of the book available for purchase via our website at [contratheheard.com](http://contratheheard.com). I even sign and dedicate them if you like. Yes, there is the risk of devaluation.

So examine yourself. Promise yourself that you will attempt to be patient when investing. Yes, there are lots of short-term gains to make, but it is the long-term that will set you up for life. And that requires discipline. Now count slowly to ten.

*Benj Gallander, MBA, Co-editor of "Contra the Heard",  
 Toronto, ON (416) 354-2458, [gall@pathcom.com](mailto:gall@pathcom.com), [www.conratheheard.com](http://www.conratheheard.com)*



# Crowded Highways A Green Light For Transport Investors

## Trucking, Logistics Stocks Have Outperformed

Richard Morrison

There are a variety of unusual ways to assess the prospects of an investment. Wal-Mart founder Sam Walton would measure sales volume by counting cars in his store parking lots, once even rear-ending one of his own trucks with his pickup as he counted. The car-counting indicator was later improved to scrutinize parking lots using satellite technology, now offered as a service by several companies.

As for trucks, Canadian motorists may regard the abundance of rigs on our highways as a reflection of huge shipping demand, making the transport industry an attractive investment. In fact, if there were enough drivers, there would be many more trucks on the road. In an April job vacancy report, Trucking HR Canada said there were 25,600 truck driver positions left unfilled in 2022.

Canada's largest trucking company, TFI International Inc. (TFI), has been a long-term bonanza for shareholders. Over the past five years, TFI shares have climbed about 160%. When dividends are factored in, the total return since 2018 comes in at more than 400%, with huge numbers over longer periods.

Staff at U.K.-based data provider Refinitiv, which merged with the London Stock Exchange in 2021, analyzed TFI, its Canadian competitor Mullen Group Ltd. (MTL) and another Canadian logistics company, Element Fleet Management (EFN). Refinitiv, which scores companies based on earnings, fundamentals, relative valuation, risk, and price momentum, granted TFI and Mullen each an average score of 10 out of a possible 10, while Element Fleet Management scored an eight.

It has not always been a smooth ride for investors. In late April 2023, both TFI and Mullen shares plunged in the wake of disappointing first-quarter results from TFI. In the management discussion and analysis (MD&A)

accompanying its 2022 annual report, TFI warns that while the trucking company is diversified across many markets and modes of transportation, the industry could be hurt by factors such as high-interest rates, inflation that affects wages, energy and commodity prices, labour shortages, global supply chain challenges and slower growth in many international markets.

### TFI International Inc. (TFII)

TFI, based in Montreal, has trucking operations in Canada, the U.S. and Mexico. Its stable of more than 80 operating companies and 540 facilities employ about 25,800 workers, of which 12,300 are drivers. The company operates in four divisions: logistics, truckload, less-than-truckload and package and courier.

The company has grown by acquisition, taking hundreds of smaller trucking firms under its umbrella while leaving their managers in place. As of the end of last year, TFI had acquired 114 businesses, including 11 in 2022.

The share price hit a low of about \$31 in March 2020, then soared above \$150 in the summer of 2021 but slipped back down to near the \$100 level for three months in spring 2022 after the company reduced its dividend. The payout has since been increased, however, and as of late April 2023, the annual dividend of US\$1.40 yielded about 1.3%.

TFI's share price plunged more than 10% on April 25 as investors reacted to poor first-quarter results. Total revenue in the first quarter fell to US\$1.85 billion, down from US\$2.19 billion, while net income fell to US\$111.9 million or US\$1.27 per diluted share, compared to US\$147.7 million (US\$1.57) in Q1 2022. The company blamed the slip on reduced freight volumes and non-recurring costs such as severance and early

retirement buyouts, together with unfavourable currency translations. Investors overlooked the positives, such as net cash from operating activities growing to US\$232.1 million, up 69% over Q1 of 2022 and free cash flow growing to US\$195.7 million, up 113%.

Despite the reaction to its first-quarter results, TFI's market capitalization (shares times share price) was still \$12 billion as of mid-May, while its shares traded at 12.3 times earnings. Its long-term debt was US\$1.316 billion as of the end of 2022, down from US\$1.608 billion at the end of 2021.

Last year, TFI generated a net income of US\$832.2 million or US\$9.02 per diluted share on revenue of US\$8.81 billion, up from US\$754.4 million or US\$7.91 per share in 2021.

The company's less-than-truckload segment saw revenue soar by 43%, while its truckload group's revenue was up 13%, logistics climbed by six per cent, and package and courier revenue eked out a one per cent improvement.

The company repurchased about US\$568 million worth of its own shares in 2022. Along with increasing shareholders' equity and earnings per share, buybacks are an indicator that insiders feel their company's shares are undervalued.

On March 12, Refinitiv increased its average score for TFI from nine to 10 out of a possible 10, noting the company's shares are deemed as a buy by the 19 analysts who follow it, with the mean recommendation based on a standardized five-point scale. CFRA, part of S&P Global Market Intelligence, ranks TFI as a strong buy based on its valuation, quality and price momentum. The company's overall score ranked in the ninth percentile of all stocks in its model universe, CFRA said.

## Mullen Group Ltd. (MTL)

Based in Okotoks, Alberta, Mullen's 39 operating business units include less-than-truckload, logistics and warehousing, specialized and industrial services and the U.S. and international logistics, with additional services provided to Western Canadian mining, forestry, and construction industries in areas such as water management, fluid hauling and environmental reclamation.

Mullen's shares have climbed steadily since the market's pandemic low in March 2020. The company has

acquired more than 80 businesses since it went public in 1993, its 2022 financial review said.

At a recent share price of \$15.24, Mullen's monthly dividend of six cents per share (72 cents per year) yields a generous 4.7 per cent. The dividend was raised 20% last year.

Mullen reported excellent first-quarter results in late April 2023 as earnings nearly doubled and revenue climbed by nine per cent from the first quarter of 2022. The company earned \$31.7 million or 34 cents per share on total revenue of \$497.8 million in Q-1 2023, vs. 16.4 million (17 cents) on revenue of \$456.9 in the same quarter a year ago.

In an accompanying statement, chairman Murray Mullen lauded the results but issued a warning. "I fully expect there will be no meaningful growth in the North American economies for the foreseeable future, as end-consumer demand remains under pressure with consumers pivoting away from buying things to doing things, such as travel and leisure. This means the demand for most freight services will remain subdued and competitive."

The company's diversified business model offers a degree of protection, he said, as there will be opportunities in energy and mining while acquisition valuations will become more realistic.

On 19 March 2023, Refinitiv increased its average score for Mullen from nine to 10 out of a possible 10, noting the company's shares are deemed as a buy by the ten analysts who follow it. CFRA describes Mullen as a strong buy based on its valuation, quality, and growth. Mullen's overall score ranked in the tenth percentile of all stocks in its model universe, CFRA said.

## Element Fleet Management (EFN)

Another logistics player, Toronto-based Element, describes itself as the world's largest pure-play automotive fleet manager, with operations in Canada, the U.S., Mexico, Australia, and New Zealand. Element helps its clients buy, lease, maintain and sell fleets of cars, trucks, and material handling equipment, along with helping to train drivers, buy fuel and other services. Together with customers in the transport industry, Element's customers include businesses in areas such as construction, energy, food and beverage and healthcare industries. The company's site describes its size: \$15 billion in assets, 1.5 million vehicles under management, 5,500 clients served in more than 700 industries and more than 2,500 employees in 11 offices around the world.



Since hitting a low of \$11 a year ago, Element's shares have climbed about 85% and now trade near \$20. At this price, the stock trades at about 22 times trailing earnings per share of 94 cents, and the annual dividend of 40 cents per share yields two per cent.

In 2022, the company generated record results, reporting a net income of \$490.6 million or 96 cents per share on net revenue of \$1.132 billion. For 2023, the company said it expects to book net revenue of between \$1.14 billion and \$1.17 billion and to generate adjusted operating income of \$615 million to \$645 million, with adjusted earnings between \$1.12 and \$1.17 per share.

Element returned \$192.9 million cash to common shareholders through buybacks of 13.9 million common

shares in 2022. For 2023, Element said it plans to maintain an annual common dividend representing between 25% and 35% of the company's last 12 months' free cash flow per share.

Refinitiv increased its average score for Element to nine from eight late in April. The Refinitiv report says Element's shares are seen as a buy by the nine analysts who follow it. CFRA ranks Element as a buy based on its growth and price momentum. Element's overall score ranked in the 28th percentile of all stocks in its model universe, CFRA said.

*Richard Morrison, CIM, is a former editor and investment columnist at the Financial Post. richarddmorrison@yahoo.ca*

## MoneyTip

*Continued from page 15*

The trick is to make RRSP contributions when you are paying tax at a high marginal rate and withdraw when you are at a low marginal rate—ideally, in retirement.

If RRSP savings grow too much you will eventually be forced to make minimal withdrawals at a higher rate, and benefits such as old age security (oas) could be clawed back.

### **DIVERT YOUR REFUND TO A TFSA**

If you are concerned your RRSP is growing too much or if you currently pay tax at a low marginal rate (because your income is low), consider re-investing your RRSP refund in a tax-free savings account (TFSA).

Unlike an RRSP, TFSA contributions can not be deducted from taxable income. On the bright side, TFSA withdrawals are never taxed. Like an RRSP, they can hold just about any investments.

Ideally, the right mix of savings in an RRSP and TFSA will allow you to withdraw from your RRSP at the lowest marginal rate in retirement and top-off any further living expenses from your TFSA.

As of January 1, Ottawa has permitted another \$6,500 in TFSA contribution space for 2023. For anyone who was 18 or older when the TFSA was launched in 2009 the total contribution limit is \$88,000.

The federal government is expected to continue adding TFSA contribution space in future years, which means it could become a permanent home for your RRSP refunds.

### **PAY DOWN DEBT**

The rapid rise in borrowing rates over the past year has made paying down debt even more important and a better investment for your RRSP refund.

Each dollar invested in paying down debt generates a risk-free, tax-free, return equal to the interest rate being charged.

Choosing to invest your tax refund in credit card debt, which can be in the 20 per cent range, is a no-brainer. So is student or consumer debt, which charges rates at over 10 per cent.

The only debt that might get a pass is mortgage debt because it is normally lower. The interest rate on five-year fixed mortgages is currently in the low five per cent range but does not have the same tax advantages as RRSPs.

Guaranteed Investment Certificates (GICs), for example, are comparable investments with comparable yields but will generate a refund in an RRSP.

Either way, your tax refund is invested in your future.

*Source: BNNBloomberg*

# TOP US DIVIDENDS - \$2B MARKET CAP MINIMUM

Includes special dividends and prior to any recent cuts over the last 12-month period.

Ticker	Name	Market Cap (\$)	Proj 12M Dvd Yld (%)	Price:D-1 (\$)	P/E
ZIM US Equity	ZIM INTEGRATED SHIPPING SERV	2.03B	152.56	16.78	0.44
COMT US Equity	ISHARES GSCI COMMODITY DYNAM	4.13B	32.71	25.67	-
IEP US Equity	ICAHN ENTERPRISES LP	17.82B	19.82	40.36	-
CALM US Equity	CAL-MAINE FOODS INC	2.29B	18.96	46.40	3.01
AGNC US Equity	AGNC INVESTMENT CORP	5.67B	15.58	9.24	-
FSK US Equity	FS KKR CAPITAL CORP	5.19B	15.50	18.07	7.44
EWZ US Equity	ISHARES MSCI BRAZIL ETF	5.24B	14.79	27.33	-
PDI US Equity	PIMCO DYNAMIC INCOME FUND	5.11B	14.58	18.15	-
ABR US Equity	ARBOR REALTY TRUST INC	2.19B	14.18	11.28	6.65
BXMT US Equity	BLACKSTONE MORTGAGE TRU-CL A	3.08B	14.14	17.54	11.54
PDBC US Equity	INVESCO OPTIMUM YIELD DIVERS	8.74B	14.07	13.70	-
CHRD US Equity	CHORD ENERGY CORP	5.91B	14.06	136.54	16.85
MPW US Equity	MEDICAL PROPERTIES TRUST INC	5.13B	13.94	8.32	8.51
NLY US Equity	ANNALY CAPITAL MANAGEMENT IN	9.54B	13.77	18.88	-
WES US Equity	WESTERN MIDSTREAM PARTNERS L	9.95B	13.49	25.38	8.97
ARLP US Equity	ALLIANCE RESOURCE PARTNERS	2.67B	13.23	21.17	3.74
CIVI US Equity	CIVITAS RESOURCES INC	5.49B	13.01	66.10	5.19
RITM US Equity	RITHM CAPITAL CORP	3.88B	12.82	7.80	4.33
SBLK US Equity	STAR BULK CARRIERS CORP	2.09B	12.38	19.39	3.54
BSM US Equity	BLACK STONE MINERALS LP	3.47B	12.33	15.41	6.71
QYLD US Equity	GLOBAL X NASD 100 COV CALL	6.73B	12.02	17.27	-
ETRN US Equity	EQUITRANS MIDSTREAM CORP	2.18B	11.88	5.05	-
PSEC US Equity	PROSPECT CAPITAL CORP	2.63B	11.58	6.22	7.33
CWH US Equity	CAMPING WORLD HOLDINGS INC-A	2.15B	11.46	21.82	8.24
STWD US Equity	STARWOOD PROPERTY TRUST INC	5.43B	11.21	17.12	7.25
BXSL US Equity	BLACKSTONE SECURED LENDING F	4.19B	11.09	25.25	8.98
OMF US Equity	ONEMAIN HOLDINGS INC	4.69B	10.81	37.00	5.85
VNO US Equity	VORNADO REALTY TRUST	2.81B	10.77	13.93	29.65
CEQP US Equity	CRESTWOOD EQUITY PARTNERS LP	2.57B	10.76	24.35	35.56
SBRA US Equity	SABRA HEALTH CARE REIT INC	2.62B	10.75	11.16	96.30
ARCC US Equity	ARES CAPITAL CORP	9.94B	10.64	18.04	7.79
ORCC US Equity	OWL ROCK CAPITAL CORP	5.03B	10.48	12.60	10.70
AMBP US Equity	ARDAGH METAL PACKAGING SA	2.34B	10.44	3.83	11.39
USAC US Equity	USA COMPRESSION PARTNERS LP	2.04B	10.34	20.30	-
KNTK US Equity	KINETIK HOLDINGS INC	4.38B	10.16	29.53	45.25
OHI US Equity	OMEGA HEALTHCARE INVESTORS	6.26B	10.10	26.54	30.31
GBDC US Equity	GOLUB CAPITAL BDC INC	2.29B	10.09	13.08	17.96
STR US Equity	SITIO ROYALTIES CORP-A	3.90B	10.03	23.92	-
TFSL US Equity	TFS FINANCIAL CORP	3.36B	9.72	11.63	40.10
ET US Equity	ENERGY TRANSFER LP	39.95B	9.69	12.69	9.77
KSS US Equity	KOHL'S CORP	2.37B	9.61	20.81	-
CTRA US Equity	COTERRA ENERGY INC	19.47B	9.38	24.31	5.01
JEPI US Equity	JPMORGAN EQUITY PREMIUM INCO	8.78B	9.30	54.76	-
CQP US Equity	CHENIERE ENERGY PARTNERS LP	22.12B	9.19	44.83	6.23
HIW US Equity	HIGHWOODS PROPERTIES INC	2.40B	9.06	22.07	18.64
STLA US Equity	STELLANTIS NV	52.35B	9.05	16.33	2.64
CSQ US Equity	CALAMOS STRAT TOT RETURN FD	2.25B	9.02	13.64	-
MPLX US Equity	MPLX LP	34.91B	8.92	34.74	9.86
NWL US Equity	NEWELL BRANDS INC	4.47B	8.88	10.36	10.78
WU US Equity	WESTERN UNION CO	4.06B	8.86	10.61	5.48
DKL US Equity	DELEK LOGISTICS PARTNERS LP	2.05B	8.80	46.59	12.71
LNC US Equity	LINCOLN NATIONAL CORP	3.67B	8.76	20.55	-
HEP US Equity	HOLLY ENERGY PARTNERS LP	2.07B	8.68	16.13	9.08
TX US Equity	TERNIUM SA-SPONSORED ADR	8.53B	8.68	41.49	5.94
PAX US Equity	PATRIA INVESTMENTS LTD-A	2.20B	8.65	14.24	21.47
EXG US Equity	EATON VANCE TAX-MANAGED GLOB	2.54B	8.63	7.69	-



# Go, Johnny, Go! Part 2

Keith Richards

If you read my last column in *Canadian MoneySaver*, you learned about some historic benchmarks that typically mark when and how a bear market will end. I called that article "Go, Johnny, Go! Part 1". I featured "Johnny Dumb", who is the type of investor who seems to get his timing wrong at market tops and bottoms. This article, which is a bit more in-depth, will cover my forward view on the markets, which incorporates some of the patterns discussed in that last article. I hope it offers you some clues as to what you need to look for in your quest to trade this investment cycle profitably!

## The Playbook. It's All Been Seen Before

OK, here comes the deep stuff. I need to go over some history for you to get a handle on when Johnny Dumb's panic selling is over and done with. The fear & loathing phase discussed in the last article will afford you, the more informed investor, a magnificent opportunity to

buy equities cheaply. But only when Johnny has finished upchucking his portfolio into the toilet.

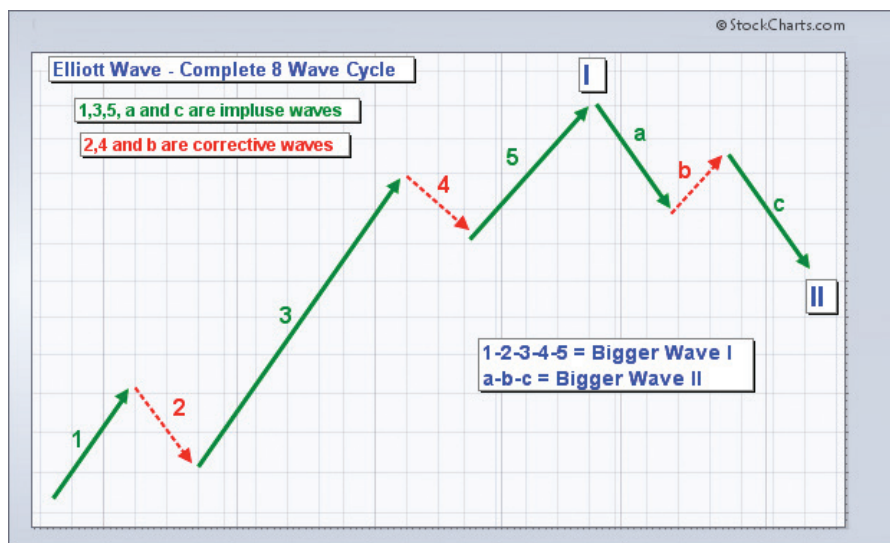
To start: One of the greatest investment books I have ever read (and I've read plenty) is: *The Wave Principle of Human Social Behavior and the New Science of Socionomics*: Prechter, Robert R: 9781946597021: Books – Amazon.ca

The book compares general societal mood swings with stock market movements. In a nutshell, mood and markets are correlated. Markets are a reflection of everything. We're talking: the types of movies being produced, baseball attendance, tobacco usage, alcohol consumption, and even war. Social mood, government policy, discontent & happiness are reflected in the stock market. These moods coincide with the traditional Elliott Wave phases on the market.

I'm not going to cover each wave and the socio-economic correlations described in the book right now. But I do recommend you read it; you will love the book if you are like me, a student of human behaviour. Instead

of covering each wave, I am going to cover the final wave of a bear market, which is "Wave C". That, I believe, is what we are entering right now. Prechter noted that Wave C is characterized by falling markets roughly coinciding with the following:

- War(s).
- Social unrest, fear, declining hope, discontent.
- New levels of unprecedented or abnormal government control—the crowd is allowing such controls when looking for direction and driven by fear & despondency.



- Often inflation or recession (or both).
- Finally, the bottom of Wave C, coinciding with or within the approximate timeline of a move away from the controls, fear, discontent, unrest, and war.
- Note the washout lows within each period.

This pattern results in "EXTRAORDINARY OPPORTUNITY", as Prechter puts it, for investors who wish to earn profits.

Let's look at Prechter's observations applied to significant bear markets over the past 100 years. The chart below is the Dow since 1900, with Bears & C-Wave washouts highlighted.

## 1929 -1932 Bear

### Typical Wave 3 socio-economic coincidental backdrops:

- Fear & Discontent: The Great Depression in the U.S.A.
- Massive inflation and discontent in Germany.
- Hitler's rise to power & new levels of government control—accepted as Germany looked to the new Nazi government for relief.
- Stock market bubble & pop in 1929.

- Communist party enrollment peaks in the U.S.A.
- War: WWII breaks out three years later.

## 1965 – 1975 Bear

### Typical Wave 3 socio-economic coincidental backdrops:

- Prior setup: 1962 Cuban Missile Crisis.
- Watergate Scandal.
- New levels of government control in the budget process, personal information, and oversight of the intelligence community.
- War: U.S.A. sends troops to defend S. Vietnam.
- Russia/China send weapons & supplies to support N. Vietnam.
- Fear & Discontent: Russia / U.S.A. "Cold War" Peak.
- U.S.A.'s decade of high inflation.
- Stock market bubble & crash in 1975.

## 2000 – 2002 Bear

### Typical Wave 3 socioeconomic coincidental backdrops:

- The terrorist attack on U.S.A soil September 11, 2001.

Dow Jones Industrial Average - 1900-Present



- Fear & Discontent: consumers are afraid to travel, shop, and go anywhere public.

- War: "War on Terrorism" & Al-Qaeda.

- Stock market "tech" bubble & crash.

- New levels of government control at U.S.A. airports, etc., as the country looked for relief to fight terrorism.

## 2008 – 2010 Bear

### Typical Wave 3 socio-economic coincidental backdrops:

- Massive housing inflation, oil inflation.
- Sub-prime mortgage & stock market bubble & crash.
- Fear & Discontent: Real estate prices collapse, houses are abandoned, and banking collapse.
- Dodd-Frank Act: New levels of government control as the country looked for relief after traumatic banking and real estate losses.
- War: Russo-Georgian War (Russia & Rania republics).
- "Operation Scorched Earth", Yemeni offensive on Saada.

## 2020 Short Bear

### Typical Wave 3 socio-economic coincidental backdrops:

- COVID-19 virus.
- Fear & Discontent: Stay inside.
- Unprecedented levels of government control. "Vaccine" passports & mandatory masks. Lockdowns. Travel restrictions. Civil liberties aborted. Government overreach.
- Divisive propaganda. "War" on those who questioned "the Science". Questioning medical professionals censored. Get jabbed or lose job.
- Stock market crash, then FAANG / ARK, etc., bubble (reversal!). "Stay inside" stock profits.

## 2022 –? Bear

### Typical Wave 3 socio-economic coincidental backdrops:

- FAANG, ARK bubble followed by a broad market crash.
- War: Russia/ Ukraine. Divided nations support each side.

- Fear, Civil unrest, Discontent worldwide: CUI (Civil Unrest Index) record highs worldwide.
- Chile, Brazil, and European government upheavals.
- Social unrest: Canada Freedom Convoy, global freedom protests (Canada, China, Sri Lanka, etc.). Dutch farmers' protests.
- Divided political extremism.
- Extreme government control & overreach. Canada catches the world's eye with War Measures Act, bank account seizures, and abusive government rhetoric.
- Inflation, a new era of higher prices: food, gas, etc. Massive post-COVID housing boom & bust.
- The rise of Global Authoritarianism and government control: WEF "The Great Reset", WHO global mandates. Think of the cartoon "Pinky & The Brain", where The Brain wants to control the world, but he needs Pinky to buy into the vision to do so.

## Part 4: Putting It All Together

Whew! That was a whack of information for you to absorb. So let me bullet point the things you need to understand from this rather deep dive into bear market history:

- Historically, bear markets coincide with some combination of socio-economic factors. Fear, social unrest, war, inflation, government control/overreach.
- This historic pattern is repeating now.
- As that socio-economic pattern reaches a crescendo, the stock market coincidentally begins a final washout.
- This washout starts with a broader acceptance of doom & gloom, aka the broad acceptance of more stock market downside to come. This attitude is now just beginning to appear.
- The bear market finale leads or coincides with pushback against the government, resolution of social unrest, and resolution or end /reduction of war activities.
- Technically, the bottom is typically signalled by extreme fear/pessimism illustrated via sentiment indicators. VIX, Put/Call, Smart/Dumb Money Studies, AAIL, etc.

*Continued on page 31*



# Ask the Experts

You must accompany your inquiry with your Membership Number (ID) and your e-mail to have your question reviewed.

Inquiries are responded to directly and the Q&A may be published here later.

**Q:** *I am a former resident of Nova Scotia now living in Ontario. My power of attorney created and signed in Nova Scotia valid in Ontario?*

**A:** Thanks for the question. It's one that comes up a lot. Each province has their own rules regarding accepting Powers of Attorney regarding financial assets from other provinces, so it's always a good idea to double check with a lawyer practicing in the province where you have that distant rental or vacation property. I have recently had some B.C. clients with assets in Ontario ask me this question. From my own research and from input from lawyers from the home of the Blue Jays and Maple Leafs, the most important thing in Ontario is that any out-of-province POA is witnessed by two independent witnesses over 18 years of age who have watched the donor (the person giving authority under the POA) sign the document and who sign in the donor's presence. Witnesses cannot include other family members, including stepchildren or others that the donor treats like children. If you any of your witnesses are children, stepchildren or similar people, that might cause a problem, since Nova Scotia appears to allow adult children to be witnesses, unlike Ontario.

Even if an out-of-province POA is theoretically valid in another province, however, it's never a bad idea to consider getting one executed for the province in question, particularly if you already have someone not named in your original POA living in that jurisdiction that you trust, as it might be easier to get things done when the time comes to use the document. Just make sure that the new POA doesn't include the standard

provisions that say that the document revokes all previous POAs if that is not your intention. You can also limit the authority given in any out-of-province assets in that province or for a set period of time. For example, if selling a piece of property in Muskoka while hiking in the Alps and you want to a friend in the province handle matters for you, you might limit the authority for a particular transaction or time period.

Another important thing to consider is the purpose you're hoping to use the POA for in the different province. For example, although I've been advised that this isn't an issue in Ontario, a POA not witnessed by a BC lawyer or notary might not be effective for real estate transactions in Vancouver even though a BC POA witnessed by two non-legal types can be used for other financial transactions in BC.

**COLIN RITCHIE , BA.H. LL.B., CFP, CLU, TEP AND FMA. [WWW.COLINSRITCHIE.COM](http://WWW.COLINSRITCHIE.COM)**

**Q:** *I'm wondering if the management fees on ETFs and Mutual funds are tax deductible? My tax software ask for "Management and safe custody fees" and it tweaked my interest and this question.*

**A:** No; managed account fees are (as in a discretionary account held at a brokerage) but ETF and mutual fund fees are not. But they are deducted from asset value, so do lower realized gains, so in a way there is some (minor) tax impact embedded already.

**5I RESEARCH**

**Q:** Do you recommend a buy and hold approach or timing the market? I am currently dollar-cost-averaging once per week into a stock, as I do not have much time to follow stocks. What do you think of this approach for someone of middle age with 20 years until retirement?

**A:** We do not believe that market timing works repeatedly and consistency. It has been proven that missing only 20 days of a 10-year period can seriously impair portfolio returns. Investors need to 'be there' on the good days. We think a consistent buying approach of a fixed amount of \$\$ is an excellent way to turn volatility into a benefit (more units are bought on down days with a fixed dollar amount) and one of the most consistent ways of building long term wealth.

## 5I RESEARCH

---

**Q:** I have recently come into some US cash. I would like to put some of it into a US TFSA account but am not sure if this would be prudent as, the US doesn't recognize the TFSA in the same manner as our RRSPs. If this is a good idea, what types of equities should be put into it: any type of US equity or Canadian stocks that pay dividends in USD?

**A:** The only real concern for a TFSA is that US company dividends are subject to a 15% dividend withholding tax. To get around this one can buy Canadian stocks that pay dividends in US dollars, or buy growth companies that do not pay dividends. But for very high quality companies the 15% tax can often just be absorbed in favour of quality. A great company with a 2% dividend would cost 0.30% annually, for example, and many investors just choose to accept this as a cost. Generally, we prefer growth stocks in TFSA to maximize potential tax free gains. We would not necessary let the 15% tax be the main driver of a decision.

## 5I RESEARCH

---

*Continued from page 29*

- It can also be spotted via extremes in longer-range momentum studies such as monthly chart RSI, MACD, ROC. See my Online Technical Analysis Course. If you haven't taken the course, now is a good time, given the circumstances.
- We are beginning to see the first signs of a Wave-3 finale. It is likely the bear market will complete Wave 3 in the coming months.
- Watch for sentiment extremes (read Smart Money/ Dumb Money). Watch for momentum oscillator extremes.
- Socio-economic conditions of fear, unrest, war etc., can extend past the stock market Wave-3 trough. That's why at ValueTrend, we use Technical Analysis to determine the market washout and trend direction. We don't wait for the inevitable resolution stage of the socioeconomic stress, which is historically re-occurring backdrops that can surround a bear market bottom (before, during and after).

## Conclusion:

With the backdrop presented here, you know that we are likely in, or have seen, the washout of Wave-3 in a bear market cycle, you know to wait for a trend reversal signal (a breakout past the current resistance of 4200 on the S&P 500, for example) before investing aggressively. You want to play this opportunity, but you recognize the risks. You will do so prudently and in stages without trying to time the bottom.

Good luck in 2023! Go, Johnny, go!

*Keith Richards is Chief Portfolio Manager & President of ValueTrend Wealth Mgmt. He can be contacted at [info@valuetrend.ca](mailto:info@valuetrend.ca).*

Keith Richards may hold positions in the securities mentioned. The information provided is general in nature and does not represent investment advice. It is subject to change without notice and is based on the perspectives and opinions of the writer only. It may also contain projections or other "forward-looking statements". There is significant risk that forward looking statements will not prove to be accurate and actual results, performance, or achievements could differ materially from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements and you will not unduly rely on such forward-looking statements. Every effort has been made to compile this material from reliable sources; however, no warranty can be made as to its accuracy or completeness. Before acting on any of the above, please consult an appropriate professional regarding your particular circumstances.



# Portfolio Confidential

Barbara Stewart

*Do you have questions about your own investment portfolio? I have recently set up The Rich Thinking® Financial Advice Hotline. This will be a win/win: you get a free 30-minute confidential Zoom chat offering an independent, unbiased perspective on your financial situation with no sales pitch! In exchange, I get to use the anonymized data that will come from these conversations to make my Rich Thinking research even better. Email me to book your Zoom discussion: [barbara@barbarastewart.ca](mailto:barbara@barbarastewart.ca)*

I recently read in the Financial Times that one US politician said regarding Taiwan that “we’re in the window of maximum danger” of risk of an invasion by the People’s Republic of China. Should I avoid investing in Taiwanese companies?

This is a topical question! I thought about who in my network would be best equipped to provide input and Michael Chang leapt to mind. Michael is a Senior Research Analyst at Sycal Advisors in New York and he has been covering Asia for the past couple of years, including living in Taiwan at times. The views he expressed in this interview are his own and are not the views of Sycal Advisors. He answered the question from three different angles:

1. Investing for the broad public: “Frankly, I think most people should simply index. Selecting stocks is a competitive field and if you’re not doing it full time (and if you don’t have the proper skills/psychological makeup), you’re at a disadvantage and likely to do worse than the average. I’d be happy for my parents’ broad-based index funds to include Taiwanese stocks because it helps with diversification.”
2. My personal life: “There is definitely a risk that China will attack Taiwan. Having said that, I spend a substantial amount of time physically in Taiwan, so clearly I think the risk is fairly low. This is a complicated question, but I think at the end of the day neither China nor the United States really wants a war over Taiwan - it would likely lead to a massive loss of life, be immensely destructive to both countries’ economies, and carry large geo-political risks for both countries. The temperature seems to have moderated a bit recently, but it’s something that one still needs to keep an eye on.”
3. For your readers outside of Taiwan - one interesting thing to pay attention to is Taiwanese politics, as I believe they have a major interplay with the overall temperature level and relationship with China. There are two major political parties in Taiwan - the Kuomintang (KMT) is more “China leaning”, where the Democratic Progressive Party (DPP) is less “China leaning”. Currently the DPP is in power and their actions (among other things) may or may not be a recent source of tension with China. Interestingly, the KMT did very well in a set of recent local elections, perhaps as a result of China’s recent aggressive stance and a general Taiwanese desire to avoid hostilities? If that trend continues, the coming 2024 Taiwanese presidential election may bring a large change in the relationship between Taiwan and China.”
4. As a value investor: “One common practice in Value Investing is to look where others won’t, in hopes of finding stock prices which reflect overly pessimistic outlooks. I think Taiwan has some attractive opportunities, but if one really wants to find pessimistic outlooks as a result of this conflict then China itself may actually be a more interesting hunting ground. At the end of the day all investing is about risk vs. reward, and low security prices can lead to attractive bets. In my personal opinion, if one wants to look in Taiwan, the first company to understand is probably Taiwan Semiconductor Manufacturing Company (TSMC): it has many hallmarks of a great business with a strong growth runway and dominates Taiwan’s economy. It is a bit of a cyclical business and timing can be tricky but TSMC looks to me like it trades at a fairly reasonable price today.”



After 35 years of working for the government, I recently received a substantial six figure severance package, and will retire. I am currently married and my husband and I both have RRSPs. From a tax perspective it probably makes most sense for me to add this “windfall” to my RRSP since I have a large amount of unused contribution room. On the other hand I think since this severance pay is clearly mine...should I keep it in a separate non-registered account in my own name so that worst case if we divorce this wouldn't be part of our shared assets? Or could I put it in my RRSP, but somehow protect it? What advice can you provide in this situation?

Iman Sharifpour is a lawyer at Iman Law Professional Corporation. He provided the comments that follow:

*Disclaimer:* This is not legal advice.

“In Ontario, under the Family Law Act, when two people get married, each spouse becomes automatically entitled to an equal share of all the profits gained by each spouse during their marriage. In most cases, during the marriage, one spouse accumulates more profit and property. This is why upon separation, the spouses are entitled to the equalization of each other's net family property, also known as property division.

The Family Law Act defines property as any interest, present or future, vested or contingent, in real or personal property. This includes any real estate, bank accounts, investment accounts, businesses, etc. that are owned by a spouse. If spouses jointly own a property such as a bank account, 50% of the value of the property is calculated towards each spouse's property.

For example, if a spouse receives a severance package during marriage and puts it in any kind of bank or investment account, it would be counted as the spouse's property for the purpose of calculating the spouse's net family property.

There are some properties that are excluded from equalization of net family property. These include gifts or inheritances received by a spouse during the marriage, damage awards, life insurance proceeds, and property excluded by domestic contract. It is important to note that spouses can still enter into a marriage contract after they have gotten married in order to exclude any property from equalization in the event they separate if mutually agreed upon.

In conclusion, after separation, spouses do not really divide

their assets and property, they divide the VALUES of their assets and properties until the profit each gained during the course of their marriage from the date of marriage until the date of separation is equal. Therefore, even if an RRSP or a non-registered account is solely under one spouse's name, it is still subject to equalization unless there is a marriage contract between spouses excluding it.”

My 17 year old daughter loves numbers! She is very interested in studying finance at university but I have read that there are too few women in finance and that the investment industry is highly biased against women. Do you think this area of study will be a good investment for her in terms of a future career and for me as the person funding her studies?

Yes! Whether it is due to industry bias or misperceptions of what the job entails, women have persistently been underrepresented in the advisory role. The percentage of women with the CFA (Chartered Financial Analyst) designation globally continues to hover around 19%.

These statistics might lead you to believe that there is no point in pursuing a career where women are underrepresented. I would argue this is a huge opportunity! For three key reasons:

1. The share of global wealth controlled by women is increasing at a staggering rate. The finance industry has no choice but to understand that today's and tomorrow's financial decision makers will increasingly be women: understand her needs and behaviors.
2. In order to grow market share, financial institutions need to access the networks of their women customers. Women love to share and social media has changed the way that women learn about money, communicate about and share investment ideas, and find investment advisors.
3. Women are more likely to invest in causes and concerns that matter to them, with issues around sustainability and diversity and inclusion ranking high on the list. As my colleague Blair DuQuesnay, CFA points out “Today that conversation is about risk management and avoiding not only unsustainable products and services but unsustainable business models. Female advisors are more inclined to “get” ESG investing and engage in these types of conversations.”

All this is to say in my view that the timing is impeccable for a young woman to study finance. Finance needs women!

# TSX 60 - Constituents listed by Dividend Yield

DATE AS OF MAY 1, 2023

Name	RIC	Annualized Dividends (\$)	Dividend Yield (%)	Dividend 5-Year Growth Rate (%)	Latest Dividend Pay Date	Latest Dividend Ex-Date
TC Energy Corp	TRP.TO	3.72	6.61	8.09	31-Jul-2023	29-Jun-2023
Enbridge Inc	ENB.TO	3.55	6.59	7.35	01-Mar-2023	14-Feb-2023
Bank of Nova Scotia	BNS.TO	4.12	6.09	10.79	26-Apr-2023	03-Apr-2023
Canadian Imperial Bank of Commerce	CM.TO	3.40	5.99	5.18	28-Apr-2023	27-Mar-2023
BCE Inc	BCE.TO	3.87	5.94	5.10	17-Apr-2023	14-Mar-2023
Pembina Pipeline Corp	PPL.TO	2.61	5.85	4.71	31-Mar-2023	14-Mar-2023
Power Corporation of Canada	POW.TO	2.10	5.79	7.02	01-May-2023	30-Mar-2023
Manulife Financial Corp	MFC.TO	1.46	5.46	10.17	20-Mar-2023	27-Feb-2023
Algonquin Power & Utilities Corp	AQN.TO	0.59	5.09	10.25	14-Apr-2023	30-Mar-2023
Suncor Energy Inc	SU.TO	2.08	4.90	7.99	24-Mar-2023	02-Mar-2023
Telus Corp	T.TO	1.40	4.89	6.49	03-Apr-2023	09-Mar-2023
Emera Inc	EMA.TO	2.76	4.79	4.66	15-May-2023	28-Apr-2023
Bank of Montreal	BMO.TO	5.72	4.68	4.24	26-May-2023	27-Apr-2023
Toronto-Dominion Bank	TD.TO	3.84	4.68	8.66	30-Apr-2023	05-Apr-2023
Brookfield Infrastructure Partners LP	BIP_u.TO	2.07	4.41	4.42	31-Mar-2023	27-Feb-2023
Canadian Natural Resources Ltd	CNQ.TO	3.60	4.36	23.03	05-Apr-2023	16-Mar-2023
Sun Life Financial Inc	SLF.TO	2.88	4.33	9.60	31-Mar-2023	28-Feb-2023
Royal Bank of Canada	RY.TO	5.28	3.93	6.51	24-May-2023	24-Apr-2023
Canadian Tire Corporation Ltd	CTCa.TO	6.90	3.88	17.61	01-Jun-2023	27-Apr-2023
National Bank of Canada	NA.TO	3.88	3.84	1.16	01-Feb-2023	22-Dec-2022
BROOKFIELD ASSET MANAGEMENT LTD	BAM.TO	1.73	3.83	--	31-Mar-2023	27-Feb-2023
Fortis Inc	FTS.TO	2.26	3.80	5.95	01-Jun-2023	16-May-2023
Magna International Inc	MG.TO	2.49	3.53	11.55	10-Mar-2023	23-Feb-2023
Restaurant Brands International Inc	QSR.TO	2.98	3.18	22.59	05-Apr-2023	21-Mar-2023
Nutrien Ltd	NTR.TO	2.87	3.05	--	13-Apr-2023	30-Mar-2023
Rogers Communications Inc	RCIb.TO	2.00	2.99	0.82	05-Jul-2023	08-Jun-2023
Canadian Apartment Properties Real Estate Investment Trust	CAR_u.TO	1.45	2.92	2.65	15-May-2023	27-Apr-2023
Imperial Oil Ltd	IMO.TO	2.00	2.90	15.78	01-Jul-2023	01-Jun-2023
Hydro One Ltd	H.TO	1.12	2.82	4.90	31-Mar-2023	14-Mar-2023
Agnico Eagle Mines Ltd	AEM.TO	2.17	2.80	32.72	15-Jun-2023	31-May-2023
Open Text Corp	OTEX.TO	1.32	2.58	13.89	23-Mar-2023	02-Mar-2023
Enovus Energy Inc	CVE.TO	0.56	2.46	13.61	30-Jun-2023	14-Jun-2023
Kinross Gold Corp	K.TO	0.16	2.42	--	23-Mar-2023	07-Mar-2023
Gildan Activewear Inc	GIL.TO	1.01	2.31	13.79	10-Apr-2023	13-Mar-2023
Intact Financial Corp	IFC.TO	4.40	2.15	9.34	31-Mar-2023	14-Mar-2023
Barrick Gold Corp	ABX.TO	0.54	2.11	37.39	15-Mar-2023	27-Feb-2023
Saputo Inc	SAP.TO	0.72	2.05	2.71	17-Mar-2023	06-Mar-2023
Canadian National Railway Co	CNR.TO	3.16	1.96	12.17	30-Jun-2023	08-Jun-2023
CCL Industries Inc	CCLb.TO	1.06	1.66	15.85	31-Mar-2023	16-Mar-2023
Tourmaline Oil Corp	TOU.TO	1.00	1.64	--	31-Mar-2023	14-Mar-2023
Metro Inc	MRU.TO	1.21	1.57	11.10	30-May-2023	09-May-2023
Thomson Reuters Corp	TRI.TO	2.66	1.49	4.46	01-Jun-2023	--
George Weston Ltd	WN.TO	2.64	1.45	7.08	01-Apr-2023	14-Mar-2023
Loblaw Companies Ltd	L.TO	1.62	1.27	8.11	01-Apr-2023	14-Mar-2023
Wheaton Precious Metals Corp	WPM.TO	0.81	1.23	13.92	06-Apr-2023	23-Mar-2023
Franco-Nevada Corp	FNV.TO	1.84	0.91	8.22	30-Mar-2023	15-Mar-2023
First Quantum Minerals Ltd	FM.TO	0.29	0.88	--	08-May-2023	14-Apr-2023
Brookfield Corp	BN.TO	0.38	0.86	8.45	31-Mar-2023	27-Feb-2023
WSP Global Inc	WSP.TO	1.50	0.84	0.00	15-Apr-2023	30-Mar-2023
Alimentation Couche-Tard Inc	ATD.TO	0.56	0.83	21.16	06-Apr-2023	22-Mar-2023
Teck Resources Ltd	TECKb.TO	0.50	0.79	18.82	30-Jun-2023	14-Jun-2023
Waste Connections Inc	WCN.TO	1.38	0.74	15.13	24-May-2023	09-May-2023
Canadian Pacific Kansas City Limited	CP.TO	0.76	0.71	11.68	31-Jul-2023	29-Jun-2023
FirstService Corp	FSV.TO	1.22	0.60	11.77	11-Apr-2023	30-Mar-2023
Dollarama Inc	DOL.TO	0.28	0.34	8.57	05-May-2023	13-Apr-2023
Cameco Corp	CCO.TO	0.12	0.32	(21.40)	15-Dec-2022	29-Nov-2022
Constellation Software Inc	CSU.TO	5.42	0.20	1.08	14-Apr-2023	05-Apr-2023
Shopify Inc	SHOP.TO	--	--	--	--	--
CGI Inc	GIBa.TO	--	--	--	--	--
CAE Inc	CAE.TO	--	--	--	--	--

Source: Thomson Reuters

\* Due to pace of changes to dividends, yield may not reflect rates in real-time.

# CANADIAN MONEYSAVER SUGGESTED CANADIAN DIVIDEND REINVESTMENT PLANS (DRIPS)

TSX Companies	Symbol	52-Week		Closing Price	Div	Yield	EPS	P/E	Payout Ratio %	5-Yr Dividend Growth
		High	Low							
		Agnico Eagle Mines	AEM							
Algonquin Power	AQN	18.94	\$8.70	\$11.52	\$0.59	5.10%	\$0.78	14.8	75.3%	10.2%
BCE Inc	BCE	70.53	\$55.66	\$65.12	\$3.87	5.94%	\$3.19	20.4	121.5%	5.1%
Bk of Montreal	BMO	139.055	\$113.47	\$122.13	\$5.72	4.68%	\$13.39	9.1	42.7%	4.2%
Bk of Nova Scotia	BNS	86.22	\$63.19	\$67.63	\$4.12	6.09%	\$7.63	8.9	54.0%	10.8%
Canadian Tire	CTC.A	185.89	\$139.24	\$177.61	\$6.90	3.88%	\$17.47	10.2	39.5%	17.6%
Cdn Imperial Bk (CIBC)	CM	72.11	\$53.58	\$56.80	\$3.40	5.99%	\$7.06	8.0	48.2%	5.2%
Constellation Software	CSU	2674.98	\$1,783.98	\$2,651.82	\$5.42	0.20%	\$81.59	32.5	6.6%	6.1%
Emera	EMA	64.93	\$48.63	\$57.65	\$2.76	4.79%	\$3.22	17.9	85.8%	4.7%
Exchange Income Corp	EIF	55.74	\$38.23	\$52.21	\$2.52	4.83%	\$3.64	14.34	69.2%	2.6%
Fortis	FTS	65.26	\$48.45	\$59.49	\$2.26	3.80%	\$2.95	20.16	76.6%	6.0%
Hydro One	H	40.675	\$30.87	\$39.68	\$1.12	2.82%	\$1.78	22.33	63.0%	N/A
Imperial Oil	IMO	79.83	\$52.67	\$69.06	\$2.00	2.90%	\$8.31	8.31	24.1%	15.8%
Manulife	MFC	27.5	\$20.81	\$26.75	\$1.46	5.46%	\$3.29	8.12	44.3%	10.2%
National Bank	NA	104.83	\$82.16	\$101.03	\$3.88	3.84%	\$9.89	10.22	39.2%	1.2%
Royal Bank	RY	140.18	\$116.75	\$134.51	\$5.28	3.93%	\$11.87	11.33	44.5%	6.5%
Sun Life Financial	SLF	69.085	\$52.97	\$66.46	\$2.88	4.33%	\$6.42	10.35	44.8%	9.6%
Suncor Energy	SU	53.62	\$36.39	\$42.42	\$2.08	4.90%	\$6.03	7.03	34.5%	8.0%
Superior Plus	SPB	12.58	\$9.44	\$10.05	\$0.72	7.16%	\$0.56	18.03	129.1%	0.0%
TD Bank	TD	97.13	\$76.40	\$82.07	\$3.84	4.68%	\$8.85	9.27	43.4%	8.7%
Telus	T	32.57	\$25.94	\$28.72	\$1.40	4.89%	\$1.09	26.39	129.0%	6.5%
TransCanada Corp	TRP	74.44	\$50.70	\$56.31	\$3.72	6.61%	\$4.29	13.13	86.7%	7.5%
WSP Global	WSP	182.14	\$130.65	\$178.81	\$1.50	0.84%	\$6.50	27.52	23.1%	0.0%

**CHART NOTES** - Prices as of May 01, 2023. Source: TD Waterhouse/Bloomberg LP. Stock prices change daily. Check for current prices. These Canadian companies listed on the TSX are our recommended companies a DRIP. With the DRIP, you can reinvest all your dividends to purchase additional shares at no cost. Some DRIPS offer a discount so that additional shares are bought at a discount to the average market price. Some dividends are paid in US dollars and we have adjusted numbers and ratios according to recent exchange rates.

Div. 5yr gr: We have added the five-year dividend growth rate to our chart, information obtained from Bloomberg LP.

Earnings are forward earnings estimates.

Yield = Dividend divided by current price. Payout ratio = dividend divided by earnings per share (EPS). The dividend payout ratio is simply calculated by dividing the company's dividend by its forward (estimated) earnings. If a company with a low payout ratio experiences an earnings decline, it may continue to pay the same dividend. Or, at least, it may weather the downturn without cutting the dividend. A high dividend payout ratio of 100% indicates that the dividend payout is equal or above the company's earnings. Therefore, one should be very vigilant and place the stock on your "watch" list.

Calculation for interest equivalent of dividend yield for eligible shares: (100 - marginal rate for dividends) divided by (100 - marginal tax rate on regular income). For example, an Ontario taxpayer with ordinary income of \$65,514 uses: (100 - 11.72) divided by (100 - 31.15) is approximately 1.2822. Therefore, a stock with a Canadian dividend yield of 5.0% has an equivalent interest return of 5.0 x 1.2822, which is approximately 6.41%.

TOP FUNDS RANKED BY FIVE-YEAR RETURN AS OF MAY 9, 2023

Fund Name	1 Month Return (mth-end)	3 Month Return (mth-end)	6 Month Return (mth-end)	YTD Return (mth-end)	1 Year Return (mth-end)	3 Year Return (mth-end)	5 Year Return (mth-end)	10 Year Return (mth-end)	15 Year Return (mth-end)	Yield 12 Mo	MER	Mgmt Fee	Total Assets (\$Mtl)
<b>GLOBAL FIXED INCOME</b>													
Trez Capital Yield Trust U.S. A USD	0.57	1.71	3.35	2.29	6.32	6.22	4.16	2.06	-	6.15	-	1.50	-
CI Global Core Plus Bond Cl P	1.14	0.30	6.10	4.14	2.14	-0.11	2.29	-	-	3.71	0.19	-	13.28
Fidelity Investment Grade Total Bond B	0.74	1.66	6.11	3.47	3.83	-1.86	2.14	-	-	2.65	1.39	1.10	373.67
NBL US Bond Priv Port N	0.71	0.62	7.67	4.02	0.33	-3.81	1.17	-	-	2.87	0.29	0.15	119.59
Scotia US Bond US	0.24	1.76	7.88	4.89	-0.73	-3.11	1.16	0.13	1.34	2.17	1.30	1.10	45.74
BMO Fixed Income ETF Portfolio D	0.84	0.81	5.67	3.76	0.40	-2.76	0.58	-	-	2.85	0.61	-	229.57
BMO Fixed Income ETF Portfolio G	0.83	0.79	5.63	3.73	0.21	-2.88	0.46	-	-	3.22	0.72	0.50	229.57
Invesco Global Bond Series P	0.42	-1.05	4.44	2.12	-3.48	-1.43	0.42	-	-	4.88	1.32	1.05	759.12
United Global Fixed Income Pool Cl W	0.62	1.79	6.72	2.67	3.18	-3.96	0.42	2.59	3.73	2.29	0.13	-	881.29
Purpose Global Bond Class A	0.60	0.54	5.87	2.49	0.25	2.53	0.28	-	-	4.33	1.11	1.00	241.84
Manulife US\$ Strategic Income T6	0.46	0.36	6.16	3.19	-0.71	-0.58	0.24	-	-	5.79	1.77	1.45	115.29
BMO Fixed Income ETF Portfolio T6	0.80	0.71	5.47	3.62	-0.09	-3.17	0.17	-	-	6.81	1.01	0.75	229.57
IG Core Portfolio Global Income J NL	0.37	-0.25	4.49	2.41	0.23	-0.62	0.15	-	-	5.65	1.76	1.40	125.79
Mackenzie Global Tactical Bond D	0.16	-0.05	6.45	3.17	0.16	-1.86	0.09	-	-	4.54	1.15	0.85	295.57
BlueBay GIB Sovereign Bond (Can) D	0.25	1.05	4.74	3.17	-1.89	-3.22	0.04	-	-	3.15	0.99	0.85	1829.18
Tactical Sovereign Bond	0.07	1.05	3.21	2.48	1.05	-2.65	-0.09	-0.82	0.70	0.00	2.04	0.75	27.66
Counsel Fixed Income Sr A	0.77	0.90	5.43	3.54	1.50	-2.49	-0.18	0.75	2.10	2.54	1.78	1.10	860.04
Capital Group World Bond (Canada) AH	0.40	0.40	4.87	3.03	-1.35	-2.87	-0.19	-	-	2.56	1.31	0.95	334.42
TD Global Core Plus Bond - D	0.56	1.28	9.22	2.91	2.77	-5.12	-0.27	-	-	0.81	1.10	0.70	564.11
Ninepoint Diversified Bond Series A	0.48	-0.12	2.44	2.00	-2.32	-2.10	-0.51	1.12	-	1.65	2.08	1.65	271.27

**CANADIAN SHORT TERM FIXED INCOME**

Dynamic Investment Grade Floating Rate I	0.79	1.20	3.87	2.34	4.86	2.70	2.28	-	-	4.29	0.10	-	91.39
Dynamic Short Term Bond Series I	0.83	0.91	4.31	2.78	3.35	1.01	2.23	1.93	-	3.67	0.10	-	68.85
CI Short-Term Bond Class P	0.71	0.87	3.20	2.19	2.16	0.63	1.81	-	-	2.43	0.19	-	38.63
NBT Floating Rate Income Fund FT Series	0.82	0.28	3.41	2.32	2.06	4.38	1.76	-	-	3.32	0.64	0.55	117.91
Dynamic Investment Grade Floating Rate H	0.77	1.09	3.68	2.20	4.32	1.86	1.59	-	-	3.79	1.09	0.80	68.42
Lysander-Canso Short Term & Fltng Rate A	0.49	0.66	3.22	2.61	1.59	2.13	1.58	-	-	2.61	1.26	1.05	294.33
PH&N Short Term Bond & Mortgage Fund D	0.48	0.98	3.20	2.40	2.40	0.00	1.48	1.42	2.26	2.38	0.60	0.50	7701.08
Lysander-Canso Bond A	0.95	-0.16	1.27	-0.72	-0.29	0.27	1.45	1.38	-	1.42	1.34	1.15	98.73
Middlefield High Interest Income Class A	0.40	1.20	2.43	1.61	3.52	1.27	1.40	1.00	0.89	0.00	0.34	0.50	3.06
Leith Wheeler Short Term Income Class B	0.37	1.06	3.33	1.63	2.98	1.13	1.36	-	-	2.24	-	0.65	141.80
Dynamic Short Term Bond Series H	0.76	0.68	3.97	2.51	2.68	-0.11	1.33	0.68	-	2.78	1.31	1.15	51.55
TD Ultra Short-Term Bond - D	0.30	0.82	2.02	1.44	2.24	0.57	1.29	-	-	2.32	0.39	0.55	85.96
Scotia Mortgage Income A	0.32	0.75	0.78	0.82	0.75	0.23	1.26	1.16	1.49	1.59	1.48	1.10	945.83
Dynamic Investment Grade Floating Rate	0.72	0.97	3.38	2.02	3.87	1.64	1.19	-	-	3.71	1.13	0.80	91.39
IA Clarington Core Plus Bond E4	0.75	-0.12	3.93	2.27	0.33	1.29	1.16	-	-	3.89	1.21	1.00	649.31
HSBC Mortgage Premium	0.11	0.85	2.59	1.54	1.51	0.37	1.15	1.28	2.00	1.81	1.05	0.85	2292.39
Franklin Bissett Short Duration Bd A	0.64	0.96	3.13	2.34	1.78	0.16	1.14	1.12	1.82	3.28	1.00	0.75	402.68
IA Clarington Core Plus Bond E	0.74	-0.12	3.92	2.27	0.31	1.27	1.13	-	-	3.71	1.21	1.00	649.31
CI BC Short-Term Income Premium	0.49	0.90	3.10	2.27	1.94	-0.46	1.09	1.16	-	2.04	0.57	0.75	715.04
CI BC Canadian Short-Term Bd Idx Premium	0.40	0.79	2.84	2.16	1.80	-0.65	1.09	1.14	-	2.21	0.42	0.75	891.22

TOP FUNDS RANKED BY FIVE-YEAR RETURN AS OF MAY 9, 2023

Fund Name	1 Month Return (mth-end)	3 Month Return (mth-end)	6 Month Return (mth-end)	YTD Return (mth-end)	1 Year Return (mth-end)	3 Year Return (mth-end)	5 Year Return (mth-end)	10 Year Return (mth-end)	15 Year Return (mth-end)	Yield 12 Mo	MER	Mgmt Fee	Total Assets (\$Mil)
<b>GLOBAL CORPORATE FIXED INCOME</b>													
Lysander-Canso Corporate Value Bond A5	0.41	0.89	4.15	3.14	0.88	9.45	6.44	-	-	5.76	1.44	1.25	9275.52
Pembroke Corporate Bond A	0.42	1.50	4.71	3.97	2.15	7.56	6.29	5.81	-	4.80	0.09	-	156.22
Canso Corporate Value Class A	0.36	0.90	4.53	3.39	0.89	9.47	6.17	5.49	-	3.64	-	1.40	3598.75
CI Corporate Bond P	1.21	-0.11	5.16	3.73	1.88	3.67	3.20	-	-	5.57	0.16	0.00	1583.57
RP Strategic Income Plus Class A	0.79	0.60	4.80	3.05	2.89	3.08	2.53	-	-	-	1.19	0.80	1455.98
BlueBay GIB Inv Grade Corp Bd (Can) D	0.45	-1.03	6.57	3.18	-2.87	-0.66	1.18	-	-	3.60	0.99	0.85	2775.65
TD U.S. Corporate Bond - D	0.62	0.48	5.05	2.45	0.18	-1.64	1.10	-	-	2.08	0.99	0.60	1238.39
RBC U.S. Inv Grade Corporate Bond D	0.69	-0.15	9.30	4.35	0.11	-3.21	1.06	-	-	3.38	0.88	0.75	159.31
PJMCO Inv Grd Crdt:SP: M \$	0.75	-0.30	8.24	3.99	-1.72	-2.12	0.96	-	-	3.85	0.68	0.60	393.90
Renaissance U.S. Dollar Corp Bond A	0.70	-0.14	8.13	3.67	-1.00	-1.99	0.93	-	-	3.37	1.39	1.25	274.16
TD U.S. Corporate Bond Fund - A	0.54	0.40	4.78	2.25	-0.31	-1.99	0.81	-	-	1.62	1.37	1.10	1238.39
BlueBay GIB Inv Grade Corp Bd (Can) A	0.41	-1.15	6.29	3.00	-3.40	-1.18	0.67	-	-	3.05	1.53	1.35	2775.65
RBC Global Corporate Bond Fund D	0.66	-0.06	7.20	3.49	-0.53	-1.91	0.38	1.53	3.57	3.13	1.04	0.90	12776.74
HSBC Global Corporate Bond Premium	0.62	-0.20	5.99	2.96	-2.87	-2.51	0.28	-	-	0.78	1.40	1.20	76.71
Brandes Corporate Focus Bond C/A Hedged	1.14	1.10	5.40	3.65	1.50	0.11	0.18	0.90	1.85	2.77	1.52	1.15	39.34
Desjardins Global Corporate Bond C	0.72	-1.34	7.22	3.04	-3.52	-3.09	-0.24	-	-	3.47	1.49	1.20	1351.64
CIBC Global Credit A	0.15	-2.04	6.75	2.87	-	-	-	-	-	-	1.41	1.25	148.66
IPC Private Wealth Visio Core Fxd Inc 0	0.46	1.18	3.31	2.42	2.71	-	-	-	-	2.87	-	-	-
BlueBay \$U.S. GIB Inv Gr Corp Bd (Can) D	0.50	-0.81	6.74	3.30	-2.03	-	-	-	-	3.48	1.03	0.85	54.45
HSBC Global Corporate Bond D	0.64	-0.15	6.10	3.03	-2.80	-	-	-	-	0.73	1.44	1.00	76.71

**CHART NOTES**

For information on the category definitions, please visit <http://www.cifsc.org/en/index.php>. Front load funds (Frnt) charge a fee to investors when units are purchased; deferred load funds (Def) charge a fee when units are redeemed. Front loads may be reduced (in percent terms) as the size of the investment increases; deferred loads may decrease as the time elapsed between purchase and redemption lengthens. Some funds have either a front load or a deferred load (FrDf). Others have no load fee (None). Deferred sales charges also known as a back-end load, these deferred charges typically go down each year you hold the fund, until eventually they reach zero. Deferred sales charges give investors an incentive to buy and hold, as well as a way to avoid some sales charges. n Year Return - The average annual compound (annualized) rate of return the fund has performed over the last "n" years. It assumes reinvestment of any dividend or interest income. 1 Year Return (Yr ending DecYY) - An annual return is the fund or portfolio return, for any 12-month period, including reinvested distributions. Tax Efficiency - Calculated by dividing the fund's tax-adjusted return (pre-liquidation) by its pre-tax return, and can only be calculated when both pre-tax returns and tax-adjusted returns are positive. Distribution Frequency - The interval at which regular capital or income dividends are distributed to fund unitholders. Year end Quartiles - The quartiles (1 to 4) give the individual fund its position relative to all others in the fund type category. For example, if the fund's quartile value is "1" for the Dec 2010 yearend, this means the fund's rate of return for the 12 months ending Dec 31, 2010 is in the top 25% of all funds in its fund type category.

Source - Morningstar PalTrak, Morningstar Canada, (800) 531-4725, <http://www.morningstar.ca>.

Fund Name	Ticker	Mkt Tot Return YTD (Current) (%)	Mkt Tot Ret 1 Mo (Current) (%)	Mkt Tot Ret 3 Mo (Current) (%)	Mkt Tot Ret 12 Mo (Current) (%)	Mkt Tot Ret 3 Yr (Current) (%)	Mkt Tot Ret 5 Yr (Current) (%)	Mkt Tot Return Since Incept (Current) (%)
iShares S&P/TSX Capped Info Tech ETF	XIT	24.51	0.90	7.68	19.13	8.33	18.28	6.47
Horizons Natural Gas ETF	HUN	-23.38	-0.25	-11.54	-39.83	14.50	15.91	-8.50
Evolve Global Healthcare Enh YldETFUnHdg	LIFE.B	3.10	4.38	6.20	11.10	8.82	13.72	-
BMO MSCI USA High Quality ETF	ZUQ	13.18	2.35	8.95	10.28	11.26	13.70	14.34
Harvest Tech Achievers Gr&Inc ETF	HTA	19.74	-0.35	9.28	4.47	15.96	13.67	-
FT AlphaDEX US Technology Sector ETF	FHQ	6.48	-2.69	0.11	-2.27	10.88	13.48	-
BMO Equal Weight Global Gold ETF	ZGD	21.43	3.48	10.39	8.15	5.65	13.04	1.25
iShares S&P/TSX Global Gold ETF	XGD	15.25	3.62	5.31	-1.55	0.50	12.17	5.71
Vanguard US Dividend Appreciation ETF	VGG	4.54	2.64	3.15	9.65	11.98	12.16	13.47
Dynamic Active Global Dividend ETF	DXG	1.52	0.33	1.14	4.65	6.65	12.11	-
TD U.S. Equity Index ETF	TPU	9.20	1.70	4.56	7.24	12.58	12.09	12.61
iShares S&P/TSX Capped Cnsmr Stpls ETF	XST	7.92	1.69	6.01	11.60	14.70	12.07	14.10
Mackenzie US Large Cap Equity ETF	QUU	9.83	1.66	4.50	7.10	12.63	12.04	10.99
BMO Equal Weight Utilities ETF	ZUT	5.81	1.76	3.48	-6.45	8.98	11.92	8.15
BMO MSCI All Country World High Qual ETF	ZGQ	12.58	1.83	7.10	9.17	10.54	11.43	12.26
iShares Global Agriculture ETF Comm	COW	-6.93	-4.04	-9.79	-13.65	24.07	11.29	8.98
RBC Quant US Equity Leaders ETF (CAD)	RUE	6.75	2.73	4.07	5.21	13.36	11.29	11.24
Dynamic Active Canadian Dividend ETF	DXC	6.73	2.92	1.03	3.29	16.18	11.25	-
Manulife Multifactor US Lrg Cap ETF UnH	MULC.B	6.43	2.55	2.16	0.96	13.22	11.04	-
FT AlphaDEX US Technology Sector ETF H	FHQ.F	7.07	0.00	0.51	-16.07	14.18	11.00	-
iShares S&P/TSX Global Base Metals ETF	XBM	7.03	-0.79	-6.38	-0.60	38.75	10.97	3.06
Evolve Global Healthcare Enh Yld ETF Hdg	LIFE	2.80	2.52	3.50	6.35	9.47	10.95	-
CI WisdomTree US Qual Div Gr Var Hdg ETF	DQD	5.64	2.40	3.68	8.42	13.81	10.88	-
Horizons Gold Producer Eq Cov Call ETF	GLCC	13.91	4.95	6.45	3.28	1.64	10.85	-1.20
Franklin US Large Cap Mltfct Index ETF	FLUS	7.29	1.27	4.09	7.38	11.67	10.80	-
Evolve Cyber Security ETF UnHdg	CYBR.B	7.66	-3.61	3.26	-10.12	7.15	10.76	-
iShares Global Infrastructure ETF Comm	CIF	4.49	1.38	1.15	8.56	18.53	10.75	6.60
iShares S&P/TSX Capped Utilities ETF	XUT	8.78	2.12	5.05	-6.33	7.83	10.75	7.34
iShares Global Water ETF Comm	CWW	6.19	0.02	0.31	8.25	12.22	10.60	7.73
CI TecGntsCovCallETFComm(UnH)	TXF.B	19.64	-1.12	10.81	5.53	11.18	10.59	-
Harvest Healthcare Leaders Inc ETF U	HHL.U	3.07	3.09	4.06	7.16	12.30	10.38	-
Bristol Gate Concentrated US Equity ETF	BGU.U	7.16	0.66	1.05	3.56	12.58	10.36	-
Vanguard FTSE Canadian High Div Yld ETF	VDY	5.85	4.36	-1.19	-0.64	19.50	10.35	9.58
Dynamic Active U.S. Dividend ETF	DXU	-1.37	0.22	-1.13	-0.07	6.78	10.26	-
CI WisdomTree US Qual Div Gr ETF	DGR	5.92	1.57	2.10	3.65	14.77	10.26	-
iShares Canadian Growth ETF	XCG	10.41	2.15	3.15	5.91	9.83	10.18	6.29
iShares S&P/TSX Capped Materials ETF	XMA	11.10	3.12	0.59	-1.31	9.18	10.14	4.69
BMO MSCI India ESG Leaders ETF	ZID	-1.78	2.62	0.97	-2.54	20.86	10.10	8.35
iShares Global Healthcare ETF CADH	XHC	1.15	2.92	2.70	3.52	9.28	9.97	12.19
Purpose Diversified Real Asset ETF	PRA	-0.06	-0.44	-5.17	-3.00	22.74	9.90	5.03

©2023 Morningstar. All Rights Reserved. The information, data, analyses and opinions contained herein (1) include the confidential and proprietary information of Morningstar, (2) may include, or be derived from, account information provided by your financial advisor which cannot be verified by Morningstar, (3) may not be copied or redistributed,(4) do not constitute investment advice offered by Morningstar, (5)are provided solely for informational purposes and therefore are not an offer to buy or sell a security, and (6) are not warranted to be correct, complete or accurate. Except as otherwise required by law, Morningstar shall not be responsible for any trading decisions, damages or other losses resulting from, or related to, this information, data, analyses or opinions or their use. This report is supplemental sales literature. If applicable it must be preceded or accompanied by a prospectus, or equivalent, and disclosure statement.

CANADIAN

CANADIANMONEYSAVER.CA

# MONEY SAVER

Independent Financial Advice For Everyday Use - Since 1981

**50% off**  
the second service with  
the purchase of a combined  
print & online membership

To order, use the form below or go online at [www.canadianmoneysaver.ca](http://www.canadianmoneysaver.ca)

You may purchase gift memberships to *Canadian MoneySaver* for Canadian residents. Please select price that includes applicable taxes based on where you reside in Canada.

Enter **QUANTITY** in boxes below  
Print and/or Online, 9 issues,  
and fill in \$ Total Price.

**PRINT EDITION ONLY: does not include access to the online editions or article archives:**

CHOOSE THE PROVINCE IN WHICH YOU RESIDE:		QUANTITY	\$ TOTAL PRICE
9 issues	\$31.45 (GST included)		\$
9 issues	\$33.84 (HST included for residents of ON)		\$
9 issues	\$33.54 (GST and PST for residents of BC)		\$
9 issues	\$34.44 (HST included for residents of NS, NB, PE, NL)		\$

**ONLINE EDITION ONLY: includes online editions since January 2001 and article archives:**

		QUANTITY	\$ TOTAL PRICE
9 issues	\$20.98 (GST included)		\$
9 issues	\$22.59 (HST included for residents of ON)		\$
9 issues	\$22.39 (GST and PST included for residents of BC)		\$
9 issues	\$22.98 (HST included for residents of NS, NB, PE, NL)		\$

**BOTH PRINT AND ONLINE EDITIONS: includes online editions since January 2001 and article archives, comes with 50% off the second service:**

		QUANTITY	\$ TOTAL PRICE
9 issues	\$38.80 (GST included)		\$
9 issues	\$41.75 (HST included for residents of ON)		\$
9 issues	\$41.38 (GST and PST for residents of BC)		\$
9 issues	\$42.49 (HST included for residents of NS, NB, PE, NL)		\$

FILL OUT, DETACH AND MAIL THIS PAGE WITH YOUR PAYMENT AND INFORMATION TO THE CANADIAN MONEYSAVER AT THE ADDRESS BELOW. PLEASE PRINT CLEARLY:

YOUR NAME \_\_\_\_\_ MEMBERSHIP NUMBER (ID) \_\_\_\_\_ (if applicable)

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_

PROVINCE \_\_\_\_\_ POSTAL CODE \_\_\_\_\_ TELEPHONE (\_\_\_\_\_) \_\_\_\_\_

E-MAIL \_\_\_\_\_

GIFT DESCRIPTION: \_\_\_\_\_ YOU ARE RESPONSIBLE FOR GIFT ANNOUNCEMENT TO: (NAME) \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_

PROVINCE \_\_\_\_\_ POSTAL CODE \_\_\_\_\_ E-MAIL \_\_\_\_\_

\*\*\*FOR ADDITIONAL GIFTS, PLEASE SUPPLY SEPARATE LIST OF RECIPIENTS STATING GIFT DESCRIPTION, RECIPIENT NAME, ADDRESS AND EMAIL. THANK YOU.\*\*\*

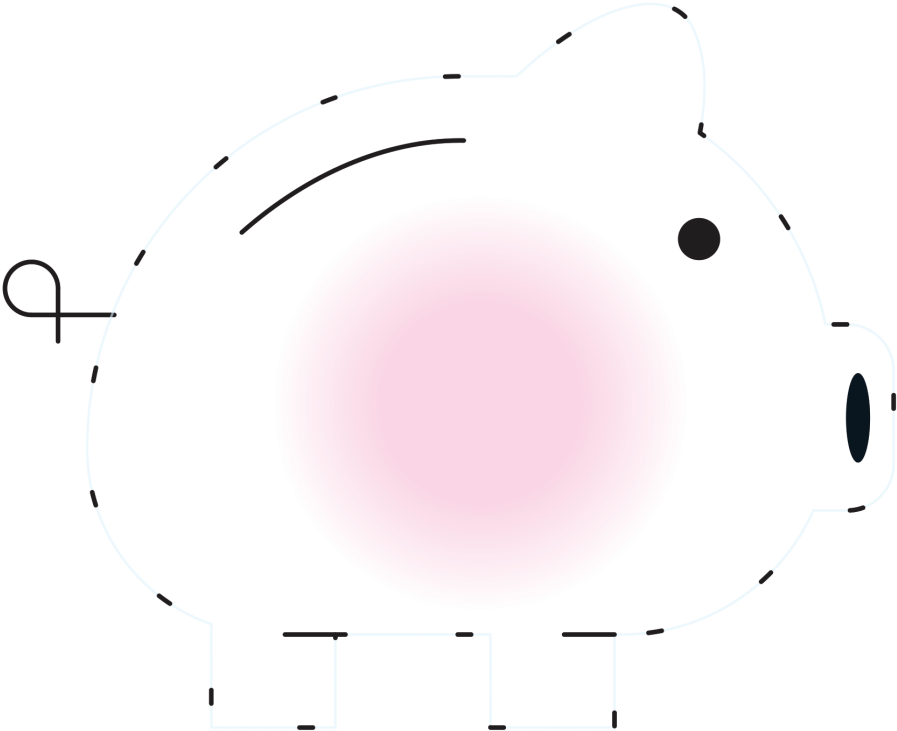
PREPAID ORDERS ONLY BY:  CHEQUE/MO  VISA  MasterCard CARD # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

EXP \_\_\_\_/\_\_\_\_/\_\_\_\_ CVV # \_\_\_\_\_ (NUMBER ON BACK OF CARD)

Cheques should be made payable to **The Canadian MoneySaver Inc. 470 WEBER ST NORTH, SUITE #104, WATERLOO, ON N2L 6J2**

EMAIL: [moneyinfo@canadianmoneysaver.ca](mailto:moneyinfo@canadianmoneysaver.ca) WEBSITE: <https://www.canadianmoneysaver.ca>

**You could play connect the dots...**



**Or you could advertise YOUR business here!**

CONTACT US TODAY AT  
[advertising@canadianmoneysaver.ca](mailto:advertising@canadianmoneysaver.ca)