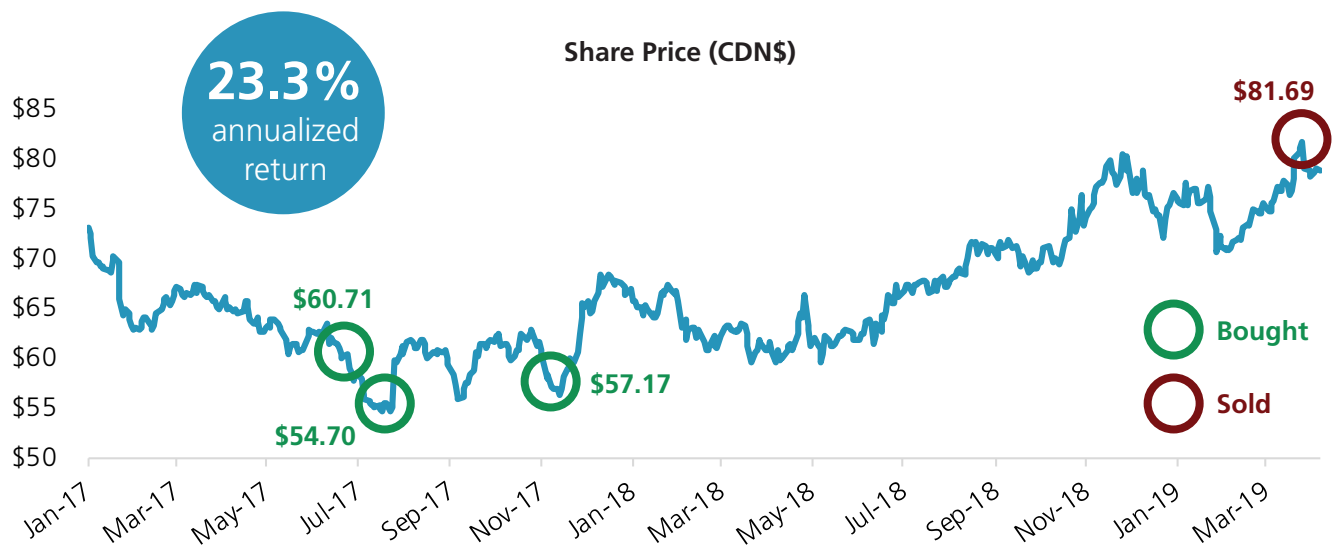




### UNCERTAINTY CREATED OPPORTUNITY FOR AN \$8.8 MILLION GAIN



Founded in 1983, Verizon Communications Inc. ("Verizon") is one of the world's leading providers of communications products to consumers, businesses and governments. It has the most wireless subscribers in the US.



Book Value	Market Value	Market Gain	Dividends	Total Gain
\$19,827,662	\$27,194,291	\$7,366,629	\$1,401,753	\$8,768,382

#### Concerns weighing on the company at time of purchase in 2017:

- ✗ Inability to handle bandwidth requirements of 'unlimited' mobile plans
- ✗ Verizon's capital expenditures would balloon in order to keep up
- ✗ Customers would shun Verizon's higher-priced plans

#### What happened and why we sold:

- ✓ Able to handle the unlimited plans without significant cash expenditure
- ✓ Net new customer additions
- ✓ Tied for first in the world to commercially deploy 5G
- ✓ Reached target price

Share price in CDN\$. Shares were purchased on June 26, July 18 and November 9, 2017. Shares were sold on March 27, 2019. Table in CDN\$. Source: Patient Capital Management, Value Partners Investments, S&P Capital IQ.



## FLEXIBILITY TO INVEST

The pool aims to provide a sustainable and growing income with the least risk. It has the flexibility to invest where the best opportunities are, whether that be in businesses or fixed income.

25% Businesses

Flexible Based on Quality of Opportunities

25% Fixed Income

## CURRENT ALLOCATION

41% Businesses

59% Fixed Income

As of March 31, 2019. Source: Value Partners Investments

**THE POOL IS UP 6.1% YEAR-TO-DATE** As of April 10, 2019. Source: Morningstar.ca

## EQUITY PERFORMANCE

	2014	2015	2016	2017	2018	5 Year Annualized Growth <sup>5</sup>
Equities <sup>1</sup>	21.1%	12.4%	30.6%	-7.9%	-2.5%	<b>9.8%</b>
Benchmark <sup>2</sup>	10.6%	-8.3%	21.1%	9.1%	-8.9%	<b>4.1%</b>

**5.7%**  
difference

## BOND PERFORMANCE

	2014	2015	2016	2017	2018	5 Year Annualized Growth <sup>5</sup>
Bonds <sup>3</sup>	10.2%	1.8%	9.0%	3.7%	1.4%	<b>5.2%</b>
Benchmark <sup>4</sup>	7.6%	2.7%	3.7%	3.4%	1.1%	<b>3.7%</b>

**1.5%**  
difference

<sup>1</sup>Equity portion of the VPI Income Pool is managed by Patient Capital Management. <sup>2</sup>S&P/TSX Total Return. <sup>3</sup>Canso Corporate Value Mandate is managed by Canso Investment Counsel. <sup>4</sup>FTSE TMX Canada All Corporate. <sup>5</sup>Compound Annual Growth Rate. Returns for the years ending December 31. Sources: Patient Capital Management, Canso Investment Counsel



## A \$6.7 MILLION GAIN\*...SO FAR



### About Kimco



Since Kimco went public in 1991, it has been widely recognized for acquiring properties with below market rate leases and maintaining a strong balance sheet with easy access to capital.

Data as of December 31, 2018. Source: Patient Capital Management.

### Diversified Tenant Base



Book Value	Market Value	Market Gain (Unrealized)	Dividends	Total Gain* (Unrealized & Dividends)
\$15,729,128	\$21,482,339	\$5,753,210	\$979,002	\$6,732,212

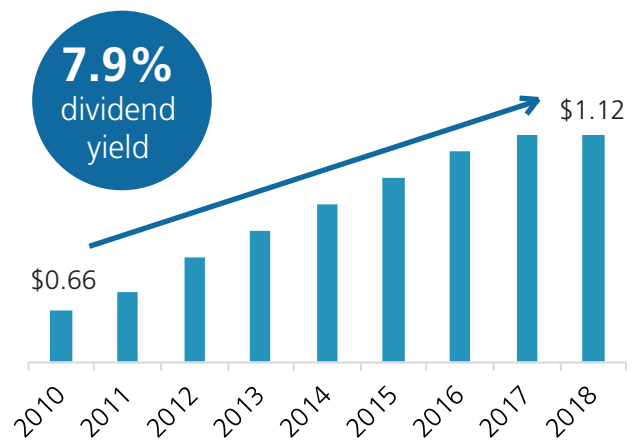
Table data as of April 9, 2019 in CDN\$. Source: Value Partners Investments

### Our Criteria



- Strong market position ✓ North America's largest publicly traded operator of open air shopping centers
- Predictable business model ✓ Stores that sell necessities and in-person services
- Long record of profitable operation ✓ Net income grew 17%, annualized over the past 8 years
- Sustainable dividends ✓ Dividends grew 7%, annualized over the past 8 years
- Attractive Valuation ✓ 15.9x Price/Earnings, 1.1x Price/Book, 7.9% yield

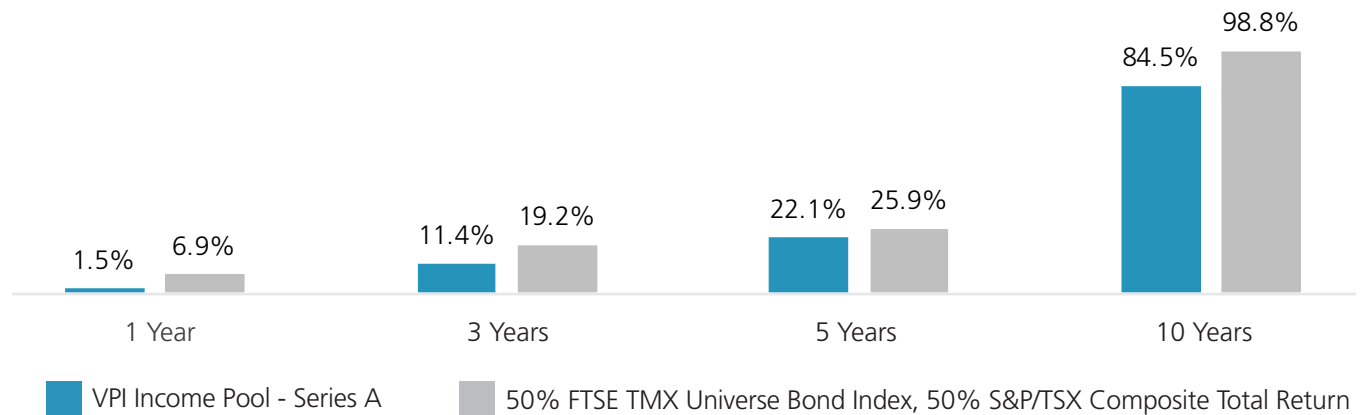
### Increasing Dividends



Dividends per share for the years ended December 31. Net income and dividend growth for the 8 year period ending December 31, 2018. Price/earnings, price/book and dividend yield as of December 31, 2017. Source: S&P Capital IQ, Patient Capital Management.

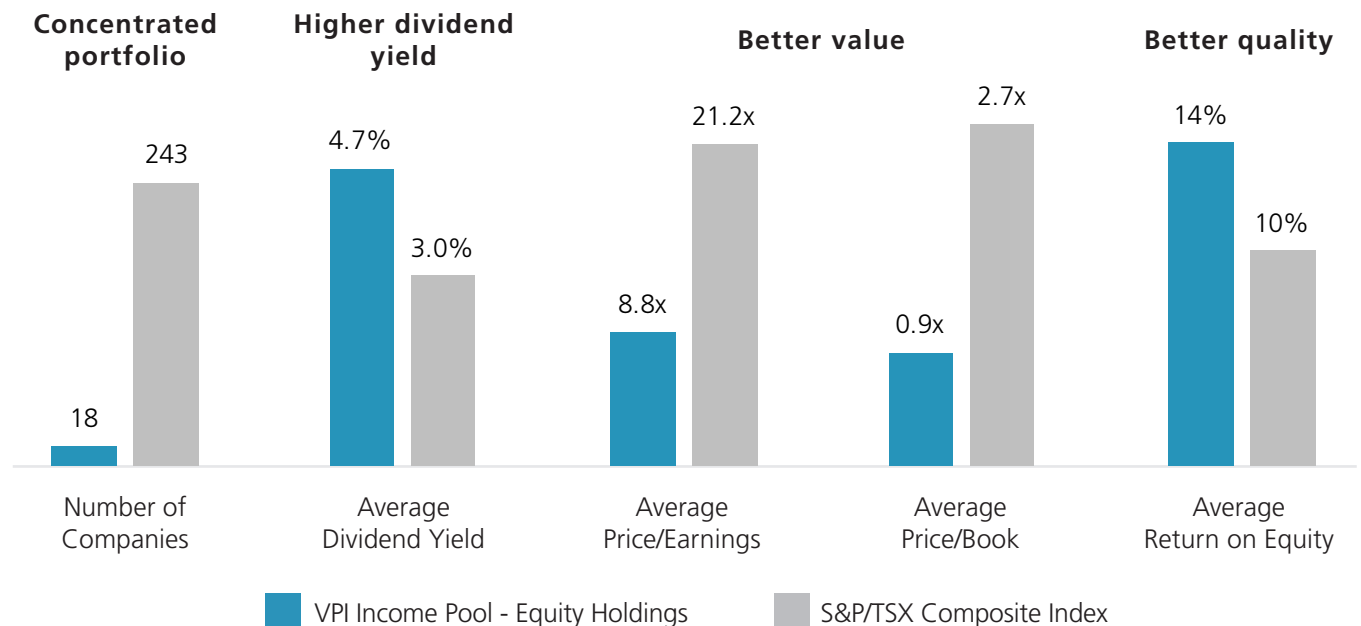


## ABSOLUTE (CUMULATIVE) PERFORMANCE



Source: S&P Capital IQ, Value Partners Investments Inc. Absolute (cumulative) performance ending March 31, 2019.

## OWN THE BEST, LEAVE THE REST



For 'Average Price/Earnings' calculation, price to cash flow per share is used either when the last reported trailing 12 months earnings are negative or not representative of the company's earning power. In the 'Average Price/Book' calculation, price to net asset value is used for resource companies whose intrinsic value is tied to the underlying commodity. 'Return on Equity' (ROE) was averaged for those companies with three or more years of positive ROE. Negative figures have been excluded from the calculation of ROE as they are not meaningful. VPI Income Pool ROE is the 5 year average, benchmark ROE is the long-term average. Data as of March 31, 2019. Source: Patient Capital Management, S&P Capital IQ.

# STANDARD PERFORMANCE INFORMATION

## APRIL 2019



	1 YEAR	3 YEARS	5 YEARS	10 YEARS
SERIES A	1.5%	3.7%	4.1%	6.3%

Note: Annualized returns as of March 31, 2019.

### DISCLAIMER

This brochure has been prepared based on information that is publicly available or that has been provided by Value Partners Investments Inc. (Value Partners). The information provided includes views or opinions of Value Partners, in its capacity as the fund manager of VPI Income Pool (the Pool), and does not constitute individual, legal, investment, or tax advice about the Pool or the issuers discussed therein. Information about specific issuers of securities has been made available by Value Partners for the sole purpose of providing additional background information on the holdings in the Pool, and is not intended to be investment advice about the merits of investing directly in these issuers. The comparison of specific stocks as “What You Own” and “What You Don’t Own” is provided to illustrate the key characteristics that Value Partners uses in its investment process to identify great businesses at reasonable prices. Please consult your own legal, investment, and/or tax advisor prior to making a decision to invest in the Pools.

The complete holdings of the Pool are disclosed in its Statement of Investment Portfolio semi-annually. On a quarterly basis, the Pool discloses its top 25 holdings in its Summary of Investment Portfolio. Both these documents are available on our website at [www.valuepartnersinvestments.ca](http://www.valuepartnersinvestments.ca). Value Partners has engaged two registered portfolio managers, Patient Capital Management Inc., the principal portfolio manager of the Pool, and Canso Investment Counsel Ltd, to make decisions about the investments made by the Pool – these investment decisions are not made by Value Partners.

Commissions, trailing commissions, management fees, and expenses all may be associated with mutual fund investments. Please read the fund facts document and the prospectus before investing. The indicated returns represent historical annual compounded total returns, including changes in share or unit value and reinvestment of all dividends, and do not take into account sales, redemption, distribution, or optional charges or income taxes payable by any security holder that would have reduced returns. Mutual funds are not guaranteed, their values change frequently and past performance will not tell you how the Pool will perform in the future, particularly since the investment objectives of the Pool, as well as the portfolio manager of the Pool, changed effective December 1, 2013.

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