

# Annual Management Report of Fund Performance (MRFP)

For the year ended December 31, 2023

Tangerine® Dividend Portfolio

This annual management report of fund performance contains financial highlights but does not contain the complete annual financial statements of the investment fund. You can get a copy of the annual financial statements at your request, and at no cost, by calling 1-877-464-5678, by writing to us at 3389 Steeles Avenue East, Toronto, Ontario, M2H 0A1, or by visiting our website at https://www.tangerine.ca/en/products/investing/portfolios or SEDAR+ at www.sedarplus.ca. Unitholders may also contact us using one of these methods to request a copy of the investment fund's interim financial report, proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

Annual MRFP for the year ended December 31, 2023



# Manager and Portfolio Advisor

Tangerine Investment Management Inc. (the "Manager")

#### Sub-advisor

State Street Global Advisors, Ltd. (the "sub-advisor")

# **Investment Objective and Strategies**

The Tangerine Dividend Portfolio (the "Fund") seeks to provide capital appreciation and dividend income by investing in equity securities based on a targeted allocation among three different types of investments in the following proportions:



Each of the three investment types seek to replicate, as closely as possible, the performance of a recognized securities index. Currently, the Canadian dividend equities component seeks to replicate the MSCI Canada High Dividend Yield Index, the U.S. dividend equities component seeks to replicate the MSCI USA High Dividend Yield Index, and the EAFE dividend equities component seeks to replicate the MSCI EAFE High Dividend Yield Index.

#### Risk

The risks associated with investing in the Fund are as described in the Simplified Prospectus. There were no material changes to the Fund over the year that affected the overall level of risk of the Fund.

#### **Results of Operations**

The Fund had net assets of \$321 million at December 31, 2023 and \$274 million at December 31, 2022. The Fund's net assets increased by \$47 million over the one-year period ended on December 31, 2023. The change was composed of investment performance of \$31 million and net sales of \$16 million.

#### **Investment Results**

Risk sentiment, was generally positive when evaluated through our proprietary risk gauge. Bond volatility (MOVE index) was little changed, and it remained high relative to historical standards. Equity volatility (VIX Index) moved lower over the final two months of the year and tested pre-Covid levels.

The Canadian economy contracted in Q3, but looks to have rebounded in Q4, helped by improvement in goods and a stable service sector output. Further, the unemployment rate ticked higher, but average hourly earnings remain elevated. Core inflation in Canada remained stubbornly high and the Bank of Canada (BoC) maintained a hawkish outlook with ongoing concerns about the outlook for inflation.

The US economy continued to outpace on the back of consumer spending on durable goods, as labor and wages remained strong. Central banks halted the upward trajectory of interest rates, with the U.S. Federal Reserve (Fed), Bank of Canada (BoC), European Central Bank (ECB) and Bank of England (BoE) all leaving rates unchanged during the quarter. Despite the pause, all central banks seemed to imply "higher for longer" rates.

The Fed released their updated summary of economic projections, which reflected slightly lower inflation projections and additional rate cuts, but still reflected restrictive rates through 2025.

After stumbling in Q3, markets rebounded in the fourth quarter to with equities and bonds finishing the year in positive territory. With the exception of gold, commodities were the lone exception, finishing down over 4.6%, as record production in the US and concerns about future demand offset production restraints by OPEC+.

Markets stumbled in October due to upside surprise to inflation, jobs and consumer spending, which followed more hawkish economic projections from the Fed in September. However, cooler economic data released in November sparked a strong rally, which continued in December when the Fed held rates and adjusted projections for additional rate cuts in 2024.

Canadian dividend stocks, as measured by the MSCI Canada High Dividend Yield Index, finished the year up by 14.8%. Similarly, international equities, as measured by the MSCI EAFE High Dividend Yield Index, rose by 15.40% in Canadian-dollar terms. In the U.S., the MSCI USA High Dividend Yield Index ended the twelve-month period by 3.00% in Canadian-dollar terms.

#### **Canadian Dividend Equities**

Within the Fund's Canadian equities component, Financials, Energy and Consumer Discretionary sectors posted the highest returns. No sector detracted the performance during this period. The best performing securities within the MSCI Canada High Dividend Yield Index were Manulife Financial Corporation, followed by Great-West Lifeco Inc., and Suncor Energy Inc. Meanwhile, Rogers Communications Inc. Class B, Bank of Nova Scotia and TELUS Corporation were the worst performing securities within the index.

Annual MRFP for the year ended December 31, 2023



#### **U.S. Dividend Equities**

Within the Fund's U.S. equities component, the best performing sector was Information Technology, Consumer Discretionary and Industrials sectors posted the highest returns, while Health Care, Utilities and Consumer Staples sectors posted the lowest returns. The best performing securities within the MSCI USA High Dividend Yield Index (C\$) were Broadcom Inc. followed by Intel Corporation and QUALCOMM Incorporated. On the other hand, Pfizer Inc., CVS Health Corporation. and Johnson & Johnson were the worst performing securities within the index.

#### **International Dividend Equities**

Within the Fund's international equities component, Financials, Consumer Discretionary and Industrials sectors posted the highest returns, while Real Estate, Information Technology and Communication Services sectors posted the lowest returns. The best performing securities during the reported period were Allianz SE followed by Stellantis N.V. and TotalEnergies SE. On the other hand, Anglo American plc, Sun Hung Kai Properties Limited and Unilever were the worst performing securities within the index.

# **Recent Developments**

Since late 2021, inflation readings have been elevated in Canada, the US, and Europe. Since 2022, Inflation Risk and Central Bank tightening has continued to impact markets. In 2023, in a continued attempt to tame rising inflation, the Central Bank of Canada increased rates by 0.75%, a 4.75% increase since the first rate hike in 2022. Additionally, the escalating geopolitical risks in the Middle East and the war in Ukraine continue to cause significant economic and humanitarian damage, and have resulted in continued disruptions to the global supply chain.

# **Related-Party Transactions**

Affiliates of Tangerine Investment Management Inc. may earn fees and spreads in connection with various services provided to, or transactions with the Fund, including securities lending transactions and other services as described below:

#### Manager, Trustee and Portfolio Advisor

Tangerine Investment Management Inc. is a wholly owned subsidiary of Tangerine Bank. Tangerine Investment Management Inc. is the manager, trustee and portfolio advisor of the Fund. Tangerine Investment Management Inc. is responsible for the Fund's day to day operations, provides investment advice and portfolio management services to the Fund and appoints distributors for the Fund.

#### **Management and Administration Fees**

Tangerine Investment Management Inc. is paid a management fee by the Fund as compensation for its services as well as a

fixed administration fee. Tangerine Investment Management Inc. in turn pays certain operating expenses of the Fund. Further details about the management fee and the fixed administration fee can be found in the Fund's most recent simplified prospectus.

#### **Principal Distributor**

Tangerine Investment Funds Limited (the "principal distributor") is the principal distributor of the Fund and is an affiliate of Tangerine Investment Management Inc. The principal distributor receives an ongoing trailer commission from Tangerine Investment Management Inc. based on the total value of the units of the Fund held by its clients. Trailer commissions are paid by Tangerine Investment Management Inc. out of the management fees it receives from the Fund.

#### **Securities Lending Transactions**

The Fund did not participate in securities lending transactions with a related party during the period.

#### **Buying and Selling Securities**

Tangerine Investment Management Inc. has established an Independent Review Committee ("IRC") which acts as an impartial and independent committee to review and provide recommendations or, in certain cases, approvals respecting any conflict of interest matters referred to it by the Manager.

The Manager and the Fund relied on standing instructions from the IRC in respect of one or more of the following types of transactions:

- Investing in or holding securities of a related issuer.
- Paying brokerage commissions and spreads to a related party for effecting security transactions on an agency and principal basis on behalf of the Fund.
- Investments in the securities of issuers for which a related underwriter acted as an underwriter during the distribution of such securities and the 60-day period following the completion of such distribution.

The applicable standing instructions require that investment decisions relating to the above types of transactions, among other relevant terms and conditions of the Manager's conflict policies and procedures, (i) are made free from any influence by the Manager or any entity related to the Manager and without taking into account any considerations relevant to the Manager or any entity related to the Manager; (ii) represent the business judgment of the portfolio advisor uninfluenced by any consideration other than the best interests of the Fund; and (iii) achieve a fair and reasonable result for the Fund.

#### **Related Brokerage Commissions**

No related-party brokerage commissions were paid.

Annual MRFP for the year ended December 31, 2023



# **Financial Highlights**

The following tables show selected key financial information about the Fund and are intended to help the reader understand the Fund's financial performance over each of the past five years ended December 31. The information on the following tables is based on prescribed regulations and as a result, is not expected to add down due to the increase (decrease) in net assets from operations being based on average units outstanding during the period and all other numbers being based on actual units outstanding at the relevant point in time. Footnotes for the tables are found at the end of the Financial Highlights section.

#### Net Assets per Unit<sup>1</sup> (\$)

	2023	2022	2021	2020	2019
Net assets – beginning of year	\$12.50	\$12.78	\$10.73	\$11.73	\$10.06
Increase (decrease) from operations:					
Total revenue	0.58	0.55	0.49	0.49	0.51
Total expenses	(0.14)	(0.13)	(0.13)	(0.11)	(0.12)
Realized gains (losses) for the year	0.42	0.46	0.30	(0.51)	0.04
Unrealized gains (losses) for the year	0.50	(0.77)	1.69	(0.38)	1.53
Total increase (decrease) from operations <sup>2</sup>	\$1.36	\$0.11	\$2.35	\$(0.51)	\$1.96
Distributions:					
From income (excluding dividends)	(0.10)	(0.14)	(0.08)	(0.09)	(80.0)
From dividends	(0.30)	(0.27)	(0.25)	(0.27)	(0.26)
From capital gains	(0.24)	_	_	_	_
Return of capital	_	_	_	_	_
Total annual distributions <sup>3</sup>	(0.64)	(0.41)	(0.33)	(0.36)	(0.34)
Net assets – end of year	\$13.23	\$12.50	\$12.78	\$10.73	\$11.73

#### Ratios and Supplemental data

Total net asset value (000's) <sup>4</sup>	\$320,518	\$273,621	\$236,142	\$172,626	\$151,082
Number of units outstanding (000's) <sup>4</sup>		21,896	18,476	16,089	12,878
Management expense ratio <sup>5</sup>	1.06%	1.06%	1.06%	1.06%	1.07%
Management expense ratio before waivers or absorptions <sup>5</sup>	1.06%	1.06%	1.06%	1.07%	1.07%
Trading expense ratio <sup>6</sup>	0.03%	0.03%	0.03%	0.06%	0.03%
Portfolio turnover rate <sup>7</sup>	45.94%	39.07%	34.87%	44.62%	24.67%
Net asset value per unit	\$13.23	\$12.50	\$12.78	\$10.73	\$11.73

#### Notes:

- (1) This information is derived from the Fund's annual audited financial statements. The information for the net asset per unit section of the financial highlights are based on IFRS Accounting Standards ("IFRS").
- (2) Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase/decrease from operations is based on the weighted average number of units outstanding over the financial year.
- (3) Distributions were paid in cash/reinvested in additional units of the Fund, or both.
- (4) This information is provided as at December 31 of the years shown.
- (5) Management expense ratio ("MER") is based on total expenses plus harmonized sales tax (excluding commissions and other portfolio transaction costs) for the stated period and is expressed as an annualized percentage of daily average net asset value during the year. The manger absorbed certain expenses of the fund. Such absorptions may be terminated at any time without notice.
- (6) The trading expense ratio represents total commissions and other portfolio transaction costs expressed as an annualized percentage of daily average net asset value during the year.
- (7) The Fund's portfolio turnover rate indicates how actively the Fund's portfolio adviser manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the Fund buying and selling all of the securities in its portfolio once in the course of the period. The higher a portfolio turnover rate in a year, the greater the trading costs payable by the fund in the year, and the greater the chance of an investor receiving taxable capital gains in the year. There is not necessarily a relationship between a high turnover rate and the performance.

Annual MRFP for the year ended December 31, 2023



# **Management Fees**

The breakdown of services received by Tangerine Investment Management Inc. as a percentage of management fees earned is as follows:

Management Fees	Distribution	Other*
0.80%	50%	50%

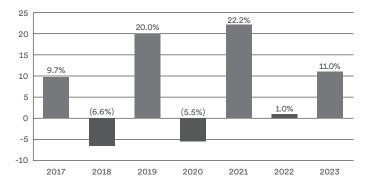
<sup>\*</sup> Includes investment advisory fees, administration fees

#### **Past Performance**

The performance information shown assumes that all distributions made by the Fund in the periods shown were reinvested in additional units of the Fund and would be lower if the distributions were not reinvested. In addition, the performance information does not take into account any income taxes that may have been paid by investors who have invested in non-registered accounts. Past performance does not necessarily indicate how the Fund may perform in the future.

#### **Year-by-Year Returns**

The chart below indicates the Fund's performance in each of the years shown and illustrates how the Fund's performance has changed from year to year. The chart demonstrates, in percentage terms, how much an investment made on the first day of each financial year would have grown or decreased by the last day of each financial year.



# **Annual Compound Returns**

The following table shows the annual compound total returns of the Fund for each of the years indicated ended on December 31, 2023, compared with the following benchmarks:

Percentage return (%)	Since Inception*	Past 5 years	Past 3 years	Past Year
Tangerine Dividend	7.4%	9.2%	11.1%	11.0%
Product Benchmark – Dividend	8.5%	10.2%	12.1%	12.0%
MSCI Canada High Dividend Yield Index (C\$)	9.2%	12.5%	15.6%	14.8%
MSCI USA High Dividend Yield Index (C\$)	8.3%	7.5%	8.1%	3.0%
MSCI EAFE High Dividend Yield Index (C\$)	6.9%	7.8%	8.5%	15.4%

<sup>\*</sup> November 2, 2016

The product benchmark is composed of:

- 50% MSCI Canada High Dividend Yield Index: The Index is based on the MSCI Canada Index, its parent index, and includes large and mid-cap stocks. The index is designed to reflect the performance of equities in the parent index (excluding REITs) with higher dividend income and quality characteristics than average dividend yields that are both sustainable and persistent.<sup>+</sup>
- 25% MSCI USA High Dividend Yield Index: The Index is based on the MSCI USA Index, its parent index, and includes large and mid-cap stocks. The index is designed to reflect the performance of equities in the parent index (excluding REITs) with higher dividend income and quality characteristics than average dividend yields that are both sustainable and persistent.<sup>+</sup>
- 25% MSCI EAFE High Dividend Yield Index: The Index is based on MSCI EAFE, its parent index, and includes large and mid cap representation across Developed Markets countries around the world, excluding the US and Canada. The index is designed to reflect the performance of equities in the parent index (excluding REITs) with higher dividend income and quality characteristics than average dividend yields that are both sustainable and persistent.<sup>+</sup>

For a discussion of the relative performance of the Fund as compared to the indices, see Results of Operations in the Management Discussion of Fund Performance.

The index also applies quality screens and reviews 12-month past performance to omit stocks with potentially deteriorating fundamentals that could force them to cut or reduce dividends.

Annual MRFP for the year ended December 31, 2023



# **Summary of Investment Portfolio** (as at December 31, 2023)

Asset Allocation\* (% of Net Asset Value)



<sup>\*</sup> Actual allocation among the three investment types may deviate from the target allocations. The allocations are reviewed on a quarterly basis and if the Fund allocations deviate from the thresholds outlined in the Simplified Prospectus, the Fund will be re-balanced back to the target weightings.

Top 25 Holdings (as at December 31, 2023)		% of Net Asset Value
1.	Royal Bank of Canada	5.5%
2.	Manulife Financial Corporation	5.5%
3.	Pembina Pipeline Corporation	5.0%
4.	The Toronto-Dominion Bank	5.0%
5.	Sun Life Financial Inc.	4.9%
6.	Fortis Inc.	4.8%
7.	Suncor Energy Inc.	4.6%
8.	Emera Incorporated	2.7%
9.	Great-West Lifeco Inc.	2.5%
10.	TELUS Corporation	2.3%
11.	Canadian Tire Corporation, Limited Cl. A	1.5%
12.	Keyera Corp.	1.5%
13.	Lundin Mining Corporation	1.4%
14.	BHP Group Limited	1.3%
15.	Novartis AG	1.2%
16.	Broadcom Inc.	1.2%
17.	TotalEnergies SE	1.2%
18.	Unilever PLC	1.1%
19.	Sanofi	1.1%
20.	Allianz SE	1.0%
21.	Exxon Mobil Corporation	1.0%
22.	Quebecor Inc. Cl. B	1.0%
23.	Johnson & Johnson	1.0%
24.	The Home Depot, Inc.	0.9%
25.	The Procter & Gamble Company	0.9%
Tota	l Top 25	60.1%

The summary of investment portfolio may change due to ongoing portfolio transactions of the Fund and a quarterly update is available at www.tangerine.ca.

# A Note on Forward-looking Statements

This report may contain forward-looking statements about the Fund, its future performance, strategies or prospects, and possible future Fund action. The words "may," "could," "should," "would," "suspect," "outlook," "believe," "plan," "anticipate," "estimate," "expect," "intend," "forecast," "objective" and similar expressions are intended to identify forward-looking statements.

Forward-looking statements are not guarantees of future performance. Forward-looking statements involve inherent risks and uncertainties, both about the Fund and general economic factors, so it is possible that predictions, forecasts, projections and other forward-looking statements will not be achieved. We caution the reader not to place undue reliance on these statements as a number of important factors could cause actual events or results to differ materially from those expressed or implied in any forward-looking statement made by the Fund. These factors include, but are not limited to, general economic, political and market factors in Canada, the United States and internationally, interest and foreign exchange rates, global equity and capital markets, business competition, technological changes, changes in laws and regulations, judicial or regulatory judgments, legal proceedings and catastrophic events. The above list of important factors that may affect future results is not exhaustive. Before making any investment decisions, we encourage the reader to consider these and other factors carefully. All opinions contained in forward-looking statements are subject to change without notice and are provided in good faith but without legal responsibility.

