

# Interim Management Report of Fund Performance

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For the period ended June 30, 2023

# INTERIM MANAGEMENT REPORT OF FUND PERFORMANCE

For the period ended June 30, 2023

NBI Exchange-Traded Funds  
**NBI Canadian Family Business ETF**

## Notes on forward-looking statements

This report may contain forward-looking statements concerning the ETF, its future performance, its strategies or prospects or about future events or circumstances. Such forward-looking statements include, among others, statements with respect to our beliefs, plans, expectations, estimates and intentions. The use of the expressions "foresee", "intend", "anticipate", "estimate", "assume", "believe" and "expect" and other similar terms and expressions indicate forward-looking statements.

By their very nature, forward-looking statements imply the use of assumptions and necessarily involve inherent risks and uncertainties. Consequently, there is a significant risk that the explicit or implicit forecasts contained in these forward-looking statements might not materialize or that they may not prove to be accurate in the future. A number of factors could cause future results, conditions or events to differ materially from the objectives, expectations, estimates or intentions expressed in such forward-looking statements. Such differences might be caused by several factors, including changes in Canadian and worldwide economic and financial conditions (in particular interest and exchange rates and the prices of other financial instruments), market trends, new regulatory provisions, competition, changes in technology and the potential impact of conflicts and other international events.

The foregoing list of factors is not exhaustive. Before making any investment decision, investors and others relying on our forward-looking statements should carefully consider the foregoing factors and other factors. We caution readers not to rely unduly on these forward-looking statements. We assume no obligation to update forward-looking statements in the light of new information, future events or other circumstances unless applicable legislation so provides.

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This interim management report of fund performance contains financial highlights, but does not contain the complete interim financial statements of the ETF. You can get a copy of the interim financial statements of the ETF at your request, and at no cost, by calling 1-866-603-3601, by emailing us at [investments@nbc.ca](mailto:investments@nbc.ca), by visiting our website at [www.nbinvestments.ca](http://www.nbinvestments.ca), by visiting SEDAR's website at [www.sedar.com](http://www.sedar.com), or by contacting your advisor. You may also contact us using one of these methods to request a copy of the ETF's proxy voting policies and procedures, proxy voting disclosure record, or quarterly portfolio disclosure.

## Management Discussion of Fund Performance

### Results of Operations

For the six-month period ended June 30, 2023, the NBI Canadian Family Business ETF's units returned 8.08% compared to 5.70% for the ETF's benchmark, the S&P/TSX Composite Index. Unlike the benchmark, the ETF's performance is calculated after fees and expenses. Please see the *Past Performance* section for the ETF's returns, which may vary mainly because of fees and expenses.

The Fund's net asset value rose by 8.08% over the period, from \$3.68 million as at December 31, 2022 to \$3.98 million as at June 30, 2023.

After an especially challenging 2022 for investors, the first half of 2023 turned out to be quite positive, with the vast majority of stock and bond market segments posting gains as at June 30, 2023. Indeed, despite a few jolts caused by the failure of certain U.S. regional banks, the combination of slowing inflation and the resilience of the U.S. economy was enough to inspire optimism in the markets.

As a result, U.S. equities (S&P 500) posted a total return of 16.9% over the period, a performance largely attributable to the spectacular comeback of the technology giants, the market segment that has done best over the past six months. Abroad, the EAFE developed countries equity index also performed well (+12.1% in USD), buoyed by an economic situation in Europe that proved less dire than expected, as well as renewed enthusiasm for Japanese equities. Although lower, the Canadian stock market also posted gains (+5.7% for the S&P/TSX) that were slightly higher than those of emerging markets (+5.1% for the MSCI ME in USD), a region undermined by a lacklustre economic recovery in China.

Under these circumstances, the Fund outperformed its benchmark.

The Fund benefited from positive sector allocation and stock selection. Indeed, the underweighting of the energy sector in favour of technology and consumer discretionary sectors was a significant contributor to its performance. The stock selection also proved to be successful during the period. Among the sectors where active management performed particularly well, we can highlight financials, industrials, and materials.

### Recent Developments

The fund is heavily underweight financials, energy and industrials and overweight consumer discretionary, consumer staples and materials.

As the current economic climate remains highly uncertain, the manager continues to anticipate significant market volatility. In the best-case scenario, a better balance in the labour market would lead to a deceleration in wage growth and core inflation, thus opening the door to less restrictive monetary policies. Yet, while not impossible, this scenario seems unlikely at this stage, as the cautionary signals continue to mount.

As such, although the manager still expects a sustained decline in inflation and an imminent pause in interest rate hikes, the combination of restrictive monetary policies, a vulnerable job market, and weak corporate earnings prospects calls for a more defensive investment strategy. What's more, several early signs of an economic slowdown are pointing towards the second half of the year, when the impact of previous rate hikes should become more tangible.

On May 1, 2023, the ETF's independent review committee (the "IRC") was increased to four members when Stéphanie Raymond-Bougie was appointed as an IRC member.

### Related Party Transactions

National Bank Investments Inc. (the "manager") is the manager and promoter of the ETF. Accordingly, it is entitled to receive, in exchange for the services that it provides to the ETF, management fees paid to it by the ETF (see "Management Fees" below).

From time to time, the manager may, on behalf of the ETF, carry out transactions or sign agreements to involve certain persons or companies related to it, to the extent that these transactions or agreements are, in its opinion, in the interest of the ETF. The description of the transactions or agreements between the ETF and a related party is provided in this section.

Members of the manager's group may earn fees or spreads in connection with services provided to, or transactions with, the NBI ETF, including in connection with brokerage and derivatives transactions.

### Trustee

The manager has retained the services of Natcan Trust Company to serve as trustee for the ETF and has retained the services of National Bank Trust to serve as portfolio manager.

### Designated Broker

The manager has signed an agreement with National Bank Financial Inc. ("NBF"), a company affiliated with NBI, under which NBF will serve as a designated broker for the ETF. The designated broker agreement signed with NBF is in keeping with market conditions.

### Brokerage Fees

The ETF may pay broker's commissions at market rates to a corporation affiliated with National Bank Investments Inc. The brokerage fees paid by the ETF for the period are as follows:

	Period ended June 30, 2023
<b>Total brokerage fees</b>	497.92
<b>Brokerage fees paid to National Bank Financial</b>	497.92

### Independent Review Committee Approvals and Recommendations

The ETF has followed the standing instructions of its Independent Review Committee with respect to one or more of the following transactions:

- purchasing or selling government or other debt securities on the secondary market from related brokers that are main brokers in the Canadian debt securities market;
- purchasing on the secondary market securities of a related issuer that are not traded on an exchange;
- purchasing on the primary market non-exchange-related issuer debt securities having maturities of 365 days or more, other than asset-backed commercial paper.

The manager has implemented policies and procedures to ensure that the conditions that apply to each of the transactions identified above are met. The applicable standing instructions require that these transactions be carried out in accordance with the manager's policies. Notably, these instructions require that investment decisions pertaining to such related-party transactions must be made free from any influence from an entity related to the manager and without taking into account any consideration relevant to an entity related to the manager. Moreover, investment decisions must represent the business judgment of the portfolio manager, uninfluenced by considerations other than the interests of the ETF, and must achieve a fair and reasonable result for the ETF.

### Management Fees

The management fee is payable to the ETF manager in consideration of the services that the manager provides to the ETF in its capacity as manager, such as managing the day-to-day business and affairs of the ETF.

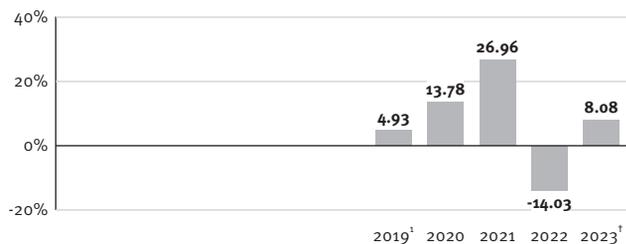
The ETF pays an annual management fee of 0.35% to the ETF manager for its management services. The fees are calculated based on a percentage of the ETF's daily net asset value before applicable taxes and are paid on a monthly basis. The management fees primarily covers investment management and general administration services.

## Past Performance

The performance of the ETF, presented below and calculated as at December 31 of each year, is based on the net asset value of the ETF. It assumes that all distributions made in the periods shown were reinvested in additional units of the ETF. These returns do not take into account sales, redemption charges, distributions, or optional charges that would have reduced returns. Past performance of an ETF does not necessarily indicate how it will perform in the future.

## Year-by-Year Returns

The bar chart indicates the performance of the ETF for each of the years shown and illustrates how the performance has changed from year to year. It shows, in percentage terms, how much an investment made on January 1 (or made commencing from the start of the ETF) would have grown or decreased by December 31 of that year, in the case of the Annual management report of fund performance, or by June 30, in the case of the Interim management report of fund performance.



<sup>(1)</sup> Returns for the period from February 8, 2019 (commencement of operations) to December 31, 2019.

<sup>(1)</sup> Returns for the period from January 1, 2023 to June 30, 2023.

## Financial Highlights

The following tables show selected key financial information about the ETF and are intended to help you understand the ETF's financial performance for the accounting periods shown.

Net Assets per Unit<sup>(1)</sup> Commencement of operations: February 8, 2019

Accounting Period Ended	2023 June 30	2022 December 31	2021 December 31	2020 December 31	2019 December 31
<b>Net Assets, Beginning of Accounting Period Shown</b> <sup>(2)</sup>	24.55	28.98	23.91	21.32	25.00
<b>Increase (Decrease) from Operations (\$)</b>					
Total revenue	0.27	0.50	0.46	0.41	0.36
Total expenses	(0.05)	(0.10)	(0.11)	(0.09)	(0.08)
Realized gains (losses)	(1.40)	0.57	11.93	(0.30)	0.21
Unrealized gains (losses)	3.42	(5.04)	(4.08)	2.35	0.10
<b>Total Increase (Decrease) from Operations</b> <sup>(3)</sup>	2.24	(4.07)	8.20	2.37	0.59
<b>Distributions (\$)</b>					
From net investment income (excluding dividends)	—	—	—	—	0.11
From dividends	—	0.36	1.38	0.34	—
From capital gains	—	0.64	5.17	—	0.03
Return of capital	—	—	—	—	—
<b>Total Annual Distributions</b> <sup>(4)</sup>	—	1.00	6.55	0.34	0.14
<b>Net Assets, End of Accounting Period Shown</b> <sup>(2)</sup>	26.54	24.55	28.98	23.91	21.32

### Ratios and Supplemental Data

Accounting Period Ended	2023 June 30	2022 December 31	2021 December 31	2020 December 31	2019 December 31
Total net asset value (000's of \$) <sup>(5)</sup>	3,981	3,683	4,347	20,326	22,382
Number of units outstanding <sup>(5)</sup>	150,000	150,000	150,000	850,000	1,050,000
Management expense ratio (%) <sup>(6)</sup>	0.40	0.40	0.40	0.40	0.40
Management expense ratio before waivers or absorptions (%)	0.42	0.40	0.41	0.40	0.40
Trading expense ratio (%) <sup>(7)</sup>	—	—	—	—	—
Portfolio turnover rate (%) <sup>(8)</sup>	34.44	24.01	35.11	48.11	16.55
Net asset value per unit (\$)	26.54	24.55	28.98	23.91	21.32
Closing market price <sup>(9)</sup>	26.55	24.56	28.99	24.08	21.39

<sup>(1)</sup> This information is derived from the ETF's Annual Audited Financial Statements and Interim Unaudited Financial Statements. The net assets per unit presented in the financial statements might differ from the net asset value calculated for ETF pricing purposes. The differences are explained in the notes to the financial statements.

<sup>(2)</sup> The net assets are calculated in accordance with IFRS.

<sup>(3)</sup> Net assets and distributions are based on the actual number of units outstanding at the relevant time. The increase or decrease from operations is based on the average number of units outstanding over the accounting period.

<sup>(4)</sup> Distributions were paid in cash or reinvested in additional units of the ETF, or both.

<sup>(5)</sup> This information is provided as at the last day of the accounting period shown.

<sup>(6)</sup> Management expense ratio is based on total expenses including sales taxes for the accounting period indicated (excluding commission, other portfolio transaction costs and withholding taxes) and is expressed as an annualized percentage of daily average net value during the accounting period.

<sup>(7)</sup> 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 accounting period. The trading expense ratio includes, if necessary, the trading expenses from its underlying funds, as described in Article 15.2 of Regulation 81-106.

<sup>(8)</sup> The ETF's portfolio turnover rate indicates how actively the ETF portfolio's manager manages its portfolio investments. A portfolio turnover rate of 100% is equivalent to the ETF buying and selling all of the securities in its portfolio once in the course of the accounting period. The higher an ETF's portfolio turnover rate in an accounting period, the greater the trading costs payable by the ETF in the accounting period, and the greater the chance of an investor receiving taxable capital gains in the accounting period. There is not necessarily a relationship between a high turnover rate and the performance of an ETF.

<sup>(9)</sup> Closing market price on the last trading day of the year as reported on the TSX.

## Summary of Investment Portfolio

As of June 30, 2023

### Portfolio Top Holdings

	% of Net Asset Value
Canfor Corp.	2.6
Filo Corp.	2.6
Bombardier Inc.	2.5
BRP Inc.	2.5
Celestica Inc.	2.5
Empire Company Ltd., Class A	2.5
Alimentation Couche-Tard Inc.	2.4
Aritzia Inc.	2.4
Canada Goose Holdings Inc.	2.4
Cogeco Communications Inc.	2.4
MTY Food Group Inc.	2.4
Ivanhoe Mines Inc., Class A	2.4
Onex Corp.	2.4
Rogers Communications Inc., Class B	2.4
Shopify Inc., Class A	2.4
Canadian Tire Ltd., Class A	2.4
Thomson Reuters Corp.	2.4
CCL Industries Inc., Class B	2.3
Loblaw Companies Ltd.	2.3
George Weston Ltd.	2.3
GFL Environmental Inc.	2.3
Linamar Corp.	2.3
Lundin Mining Corp.	2.3
Power Corporation of Canada	2.3
Cash, Money Market and Other Net Assets	0.3
	58.0

Net asset value ..... \$3,980,717

### Asset Mix

	% of Net Asset Value
Canadian Equity	99.7
Cash, Money Market and Other Net Assets	0.3

### Sector Allocation

	% of Net Asset Value
Materials	21.1
Consumer Discretionary	16.7
Consumer Staples	13.9
Financials	11.6
Industrials	9.3
Information Technology	9.3
Communication Services	7.0
Energy	4.3
Utilities	4.3
Real Estate	2.2
Cash, Money Market and Other Net Assets	0.3

The above table shows the top 25 positions held by the ETF. In the case of an ETF with fewer than 25 positions, all positions are indicated.

The Summary of Investment Portfolio may change due to ongoing portfolio transactions of the ETF. A quarterly update is available. Please consult our Web site at [www.nbinvestments.ca](http://www.nbinvestments.ca).

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